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VOL. XCVII.

NEW YORK, MARCH 13, 1920

No. II

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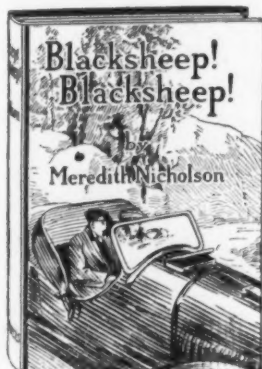
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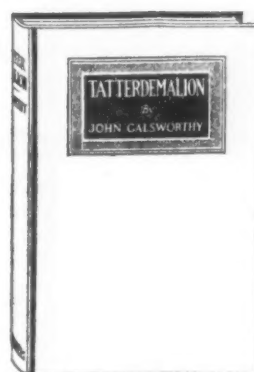
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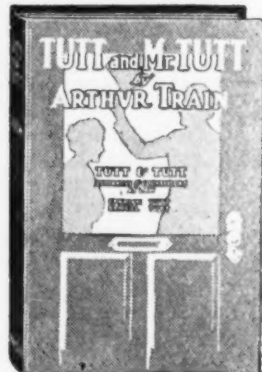
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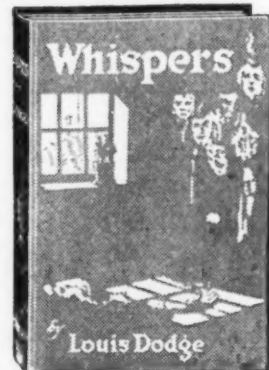
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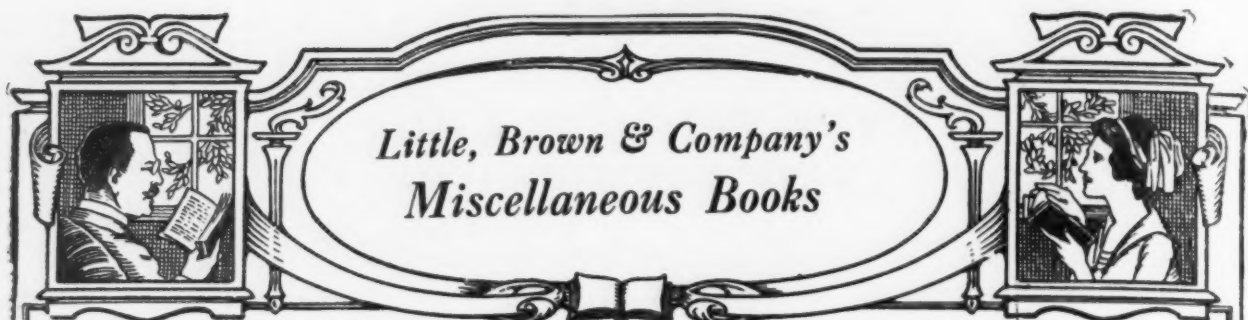
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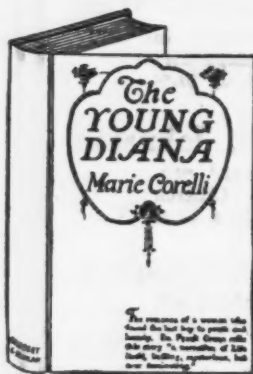
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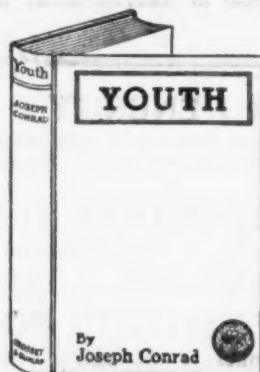
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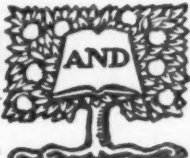
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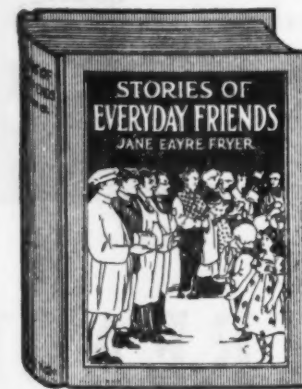
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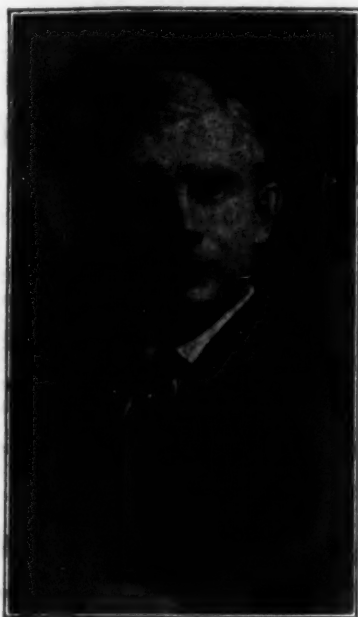
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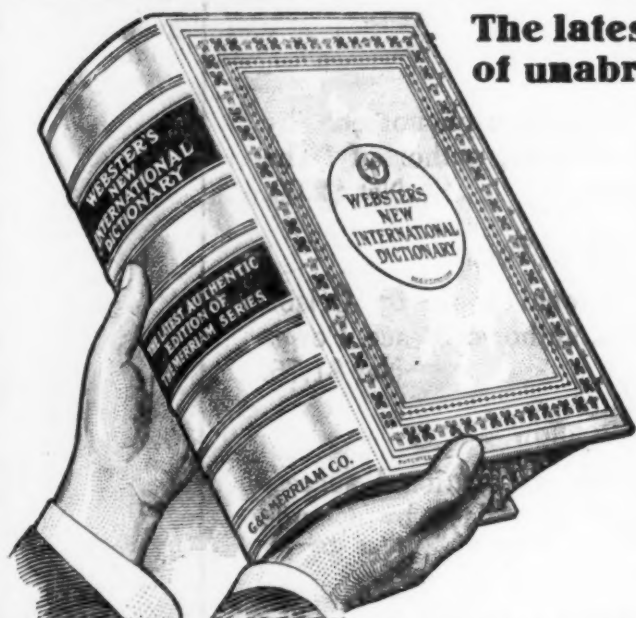
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The author, English or American, who is touring the country can well afford to spare time to form contacts with the active outlets for his product whether his contact there be an informal visit or an occasional formal reception. It dignifies the position of the bookstore in the community, encourages the devoted workers in the stores, and, too, it gives the author a better understanding of his audience.

Book Jacket Prices

THERE is a continuous complaint from retailers that the publishers are taking too little care in getting the corrected prices on their book jackets, and that this is a cause of great embarrassment. A dealer writes of receiving ten copies of a novel with a plain mark of \$1.50 on the back, and, after one or two had been sold, of receiving a bill at \$2. Another dealer bought copies of a two-volume set which were billed at \$10 per set, and one or two were sent out to customers without the extra bands in which the set was wrapped having been broken. The customer found \$7.50 on the jackets inside and received a bill for \$10. What could be more embarrassing than to explain the difference?

It is quite true that booksellers understand perfectly well that the jackets for an edition

of ten thousand may be printed at one time, while only five thousand are bound up, and that the increased cost of binding and handling makes necessary the change, but this is not an easy thing to explain to customers, and there is no reason why there should be need of the explanation if the publisher would take proper pains. No care is too great to avoid the appearance of needless raising of prices, and, as there has been so little rise in the price of books in comparison with other merchandise, the publishers should not court adverse comment by failing to take precautions that are well within their means of control.

Part Time Salesman

THE task of getting for retail stores salesmen who can adequately measure up to the demands of bookselling, is the ever present problem of book shop and book department.

Is it not possible that arrangements could be made whereby there would be an increase in the number of salesmen at the busy hours drawn from among women who could give four or five hours a day to business though not eight or nine.

One estimate of the book-buying habits of a large city gives 20 per cent as the proportion of the day's total business that gets on to the sales books before 12 o'clock. Often the manager of the store appears on the floor at that hour realizing that extra help will then be needed, as lunch hours draw away salesmen just as customers become more plentiful. If, at 12 o'clock, there should arrive on the floor women who had handled their household task in the morning and who had had their lunch just before coming on duty and if these reinforcements should stay for four or five hours, would not their help permit the proper handling of the important 80 per cent of the day's sales?

An important feature of this arrangement would be that a much better class of assistants could be had by drawing on this new area of possible business women than could be had by searching among the all day workers from which the best people have long ago been drained. Many young married women who have the simplified and compact housekeeping of the modern flat would welcome the opportunity for congenial and worth while employment that should leave them sufficient freedom to keep their home tasks performed, and such women may have

had a background and training that would make them booksellers of the best possible calibre.

It is, of course, obvious that there are important duties of stock care and ordering that must be handled by full time workers, but with salaries adjusted fairly the part time reinforcements can be invaluable in giving adequate book service.

The Most Urgent of Public Appeals

THE publishing trade of New York is acting together in making its contribution to the relief of the present pitiable conditions in the Near East. Mr. Frederick A. Stokes has consented, at very urgent request, to act as chairman and organizer of the collections among the trade.

The needs must be met immediately if tens of thousands of lives are not to be lost. The campaign is lagging, owing to the diffusion of the public's sympathies, but the need must not be lost sight of unless the American people are to be forever reproached by their carelessness.

Only America can help meet the needs of the 800,000 destitute and the hundreds of thousands of absolutely starving children. A quarter of a million children are homeless and wandering the highways in a condition that is wringing the hearts of our representatives in the field and bringing more urgent telegrams to headquarters.

We have done much; let us do a little bit more in the direction that Mr. Hoover has called "the most desperate in the world."

Contributions may be sent to Mr. Frederick A. Stokes; Mr. William Thomson of Thos. Nelson & Sons; Charles E. Merrill, Jr., of Charles E. Merrill & Co.; Mr. S. A. Everitt of Doubleday, Page & Co.; Mr. David S. Beasley of the University Society, or Mr. Frederic G. Melcher of the PUBLISHERS' WEEKLY.

Repartee

When a speaker at the Poetry Society banquet eloquently likened the work of Alfred Noyes to that of Robert Burns there were very immediate murmurings of questioning and dissent in many parts of the room, but a little later a member was able to find a pause in the proceedings in which she could launch at the presiding officer, Witter Bynner, the query: "Well, why cannot Burns and Noyes be likened to each other?"

"Perhaps", said Mr. Bynner, "because while you can feel Burns, you can only hear Noyes."

THE PLACE OF THE TECHNICAL BOOK

A New Literature of Practical Affairs is Coming to the Front

No type of book is likely to obtain more immediate sale expansion than the technical and vocational book, and the pull in this direction is now being felt by publisher, library and bookstore.

The correspondence school and the mail order advertiser have found this field of sales a promising one for many years, and hundreds of thousands of dollars worth of books for self-training have been circulated thru those channels.

The War Library Service has given a tremendous added impulse to this class of reading, and the magazine writers who have been following that work have found in its reports much material for discussion.

Recently the *Saturday Evening Post* asked the attention of its two million readers to some very interesting comments on what they called "Bashful Books Worth Knowing":—

"Writers of fiction cannot complain that their work is not taken seriously or that the press of the country is not liberal in the space that it devotes to new novels. The most trivial romance that bears the imprint of a reputable publisher is reviewed in the newspapers from one end of the country to the other, and women's clubs in town and village from ocean to ocean often discuss it as earnestly as London society used to devour the first impressions of a new *Waverley* or a long-heralded volume of Byron's verse. Histories, biographies and memoirs of the better sort are also accorded a generous share of free newspaper publicity. But there is another large class of useful works that is scarcely ever mentioned in the literary columns and of whose very existence the average joy reader is quite unaware.

"Books that belong to this family are not as a rule well advertised and the young men and women to whom they are most useful have to ferret them out in the cheaper bookshops of the large cities, and the country boys and girls are rarely able to find them at all. These worthy but bashful books are those that teach trades, handicrafts and the practical arts of everyday life in shop, factory and office.

"It is impossible to spend a noon hour in a large bookshop without becoming aware of the vague but insistent demand for these useful and practical works. The prospective customer rarely asks for a specific title or an individual author. He—if it is a he—simply asks for a book on the alternating-current dynamos or internal combustion engines; and she—if it is a girl—demands a volume on the care of the sick or practical millinery or the touch system of typewriting. It is rare that these young seekers for information go away empty-handed. Occasionally the bookseller offers a technical work beyond his customer's means—in which case the lad usually lays down a dollar bill and says that he will bring the other two on his next pay day.

"There is scarcely a mechanical trade whose principles, technic and practice are not set forth simply and clearly in one or more inex-

pensive handbooks. The literature that has been built up about the electrical and automobile trades is embarrassing in its richness. Carpentry, woodworking and the building trades have countless representatives. There are books on the use of the steel square which are so exhaustive that a cathedral could be constructed with no other instrument save plumb line and level. The less alluring trades are by no means neglected. Perhaps the young man crossing the bookseller's threshold is helper or apprentice to a wood finisher, a coppersmith, an iron molder, a plumber, a cabinetmaker or a steam fitter and has conceived the idea that a book about his trade would help him to advance in it and would enable him to understand some of the tricks about which his boss is so mysterious.

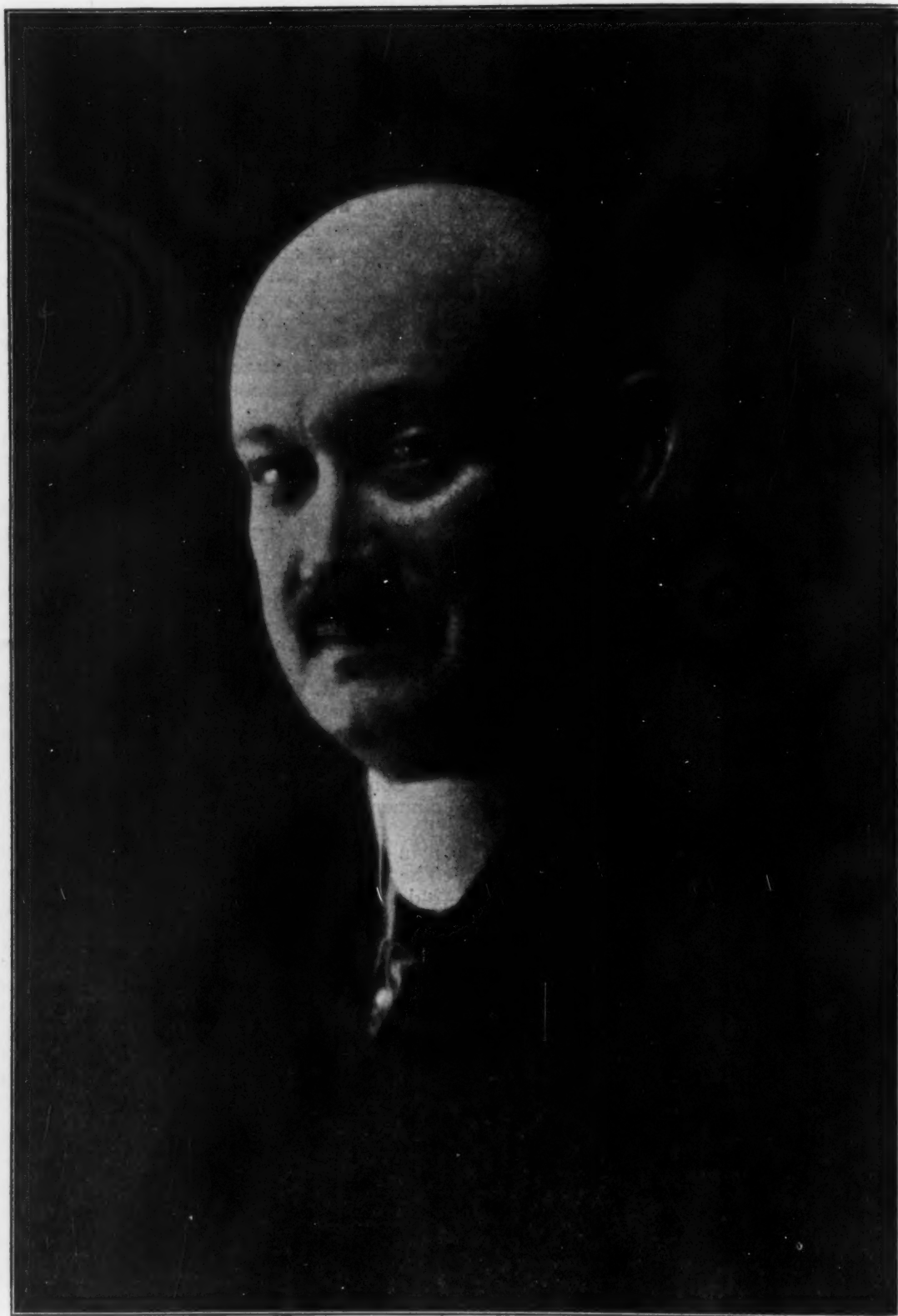
"The young man is quite correct in his supposition, and his visit to the bookshop on his own initiative is strong evidence that he will get ahead.

"The boys in white collars can make books play quite as important a part in their advancement as their brothers at bench and lathe. The American Library Association has recently published an annotated list of five hundred books on business. There is no phase of legitimate commercial activity that does not possess a literature of its own. For the clerk in the bank or bond house, the export trade, insurance, the real-estate office or trust company there are more specialized books than he could read in ten years.

"Consider, for example, the young bank runner's future and how books may mold it. The president of his institution is an elderly man who has been a banker for forty years. The tellers and bookkeepers are almost as old, but the cashier and vice-presidents are young men between thirty and forty. What is this boy's future to be? When he is sixty will he do business thru a teller's window, or will he rule the best mahogany office behind the marble rail? His use of books will have much to do with the answer to the question. He can keep his job—such as it is—without opening a book. But if he is to win thru the gate in the marble rail he must know more about the theory of banking than is ever learned merely by the pursuit of routine office work. Books and trade journals—plus hard work and lots of it—account for the youthful vice-president.

"What is true of banking is true of a dozen other mercantile pursuits. Books will open the way, but they will not do everything. They will not do the student's thinking for him. Not all the food they furnish will be pre-digested, but they will supply the needed nourishment and they will help mightily.

"Young men and women should seek out these bashful helpers. Publishers' catalogs will assist in tracing them. Intelligent booksellers can give valuable hints; and good-natured librarians—which means practically all librarians—will be glad to do their share."



GEORGE D. SMITH

DIED MARCH 4, 1920

A Masterful Figure in Bookselling

GEORGE D. SMITH, the well known rare book dealer of this city, died suddenly of heart disease on the afternoon of March 4, in his bookstore, at 8 East 45th Street. He was at his desk when the end came and had been talking with W. Lanier Washington, from whom he had recently made some valuable purchases.

Mr. Smith was born in Brooklyn about fifty years ago. In 1883, when a small lad, he entered the employment of Dodd & Mead, then doing business on Broadway near Astor Place. Three years later he resigned and went with William E. Benjamin, then opening a bookshop in the same neighborhood. In a few years he started in business for himself. For a long time the struggle to get a footing in the rare book trade was a hard one. He made many mistakes in his ambition to get ahead, and a less dauntless spirit would have failed. His first real success came with the Augustin Daly sale in 1900, and from that date it was recognized that he was a factor to be reckoned with. His most spectacular success came with the Hoe sale in 1911-1912, when, after the most intense competition of American and European booksellers and collectors, he bought considerably more than half of the entire collection, or more than all other dealers and collectors combined.

In the decade that has since intervened he has steadily developed as the dominant factor in the rare book field. He has been present, or represented, at all important sales and has generally carried away most of the prizes. Last season he purchased more really rare books, autographs and manuscripts than all other dealers and collectors combined, with a wide margin to spare. And this season he has been still more active, not only in the auction rooms in this country, but in the great sales in London. His recent experience at Sotheby's, at the Christie-Miller sale, when out of a total of £110,356 he purchased to the amount of £85,705 is still fresh in the memory of the trade and the public.

During the past ten years he has not only been the largest auction room buyer, but he has bought some of the world's largest collections as well. Among them may be mentioned the libraries of E. Dwight Church, Beverly Chew, and Frederic R. Halsey in this country and those of the Duke of Devonshire, the Earl of Pembroke, the Earl of Bridgewater, the Christie-Miller collection of Americana, and that of Asbury Hall in England. The volume of business which these collections represent, costing as they did many millions of dollars, is enormous.

What will be the effect of Mr. Smith's death, coming so suddenly, at a period of great activity in the middle of the season? Booksellers and collectors are asking this question. That the result will be far-reaching there can be no doubt, but that there will be any serious drop in the prices of rare books is not to be believed.

Fortunately for the business left by Smith, it will have the supervision of W. E. D.

Carleton, who recently resigned as librarian of the Newberry Library, Chicago, to accept a position of large responsibility at the 45th Street store. Associated with him will be three well-trained rare bookmen, William H. Walker, Harry H. Hymes, who has been with the house about twenty years, and Louis Kleuber. Mr. Smith left no will, altho he had a personal estate of more than \$500,000. His wife, Eleanor M. Smith, of 8 East 45th Street, has filed an application in the Surrogate's Court for letters of administration, and stated that she has been unable to find a will.

Convention of Educational Publishers

On February 25th, at the time of the meeting of the Department of Superintendence of the National Educational Association, the educational publishers gathered in convention at the Hotel Cleveland, with a general discussion and business meeting in the afternoon and banquet and special speakers in the evening. The banquet has been an annual event for seven years, and for the last three years the educational publishers have been organized as a department of the National Education Association. The President of this group of publishers and the presiding officer was James R. McDonald, head of the educational department of Little, Brown & Company, and the Secretary, Mr. A. H. Nelson, head of the educational department of the Macmillan Company.

At the head table of the banquet, which event was attended by eighty members and friends, sat not only the present officers, but the two past presidents of the organization, Mr. W. E. Pulsifer, President of D. C. Heath & Company, and Mr. William F. Young, President of Benjamin H. Sanborn & Company. Mr. William Appleton, dean of the group of school-book publishers, also sat at the head table.

The speakers at the banquet were: Edgar C. Chamberlin, Allyn & Bacon Company, Chicago, "What are We Here For?"; Harold C. Cheney, Western Manager for Charles Scribner's Sons, Chicago, "The Situation"; Halsey M. Collins, Charles E. Merrill Co., New York, "The Inside Looking Out *versus* The Outside Looking In"; Haviland Stevenson, President of Silver, Burdett & Company, Boston, "The Advantages of a Trade Organization for Text-book Publishers." The singing was led by Fred T. Moore of Row, Peterson & Company.

In the afternoon program important subjects bearing on the peculiar difficulties facing the educational publishing world in 1920 were taken up: "Publishing Problems of 1920," James Duncan Phillips, Treasurer of Houghton, Mifflin Company; "Manufacturing Difficulties of 1920," Charles H. Seaver, The Macmillan Company; "An Attempt to Educate the Public by the Group System," Professor O. E. Klingaman, Director of the Extension Division, University of Iowa; "Business Cooperation," Clinton N. Scovell of Scovell, Wellington & Company, Certified Public Accountants, Boston.

CLOTH VERSUS PAPER BOOKS

What are the Economics to be had from Paper Bindings

An article on the high cost of reading, which was published in *The Boston Transcript* of February 5th, gave a strong plea for paper covered books, giving figures that were intended to show that "by this method the cost of books could be halved, and the great increases in prices to the public avoided."

"The publisher who would dare to put out novels in paper covers should receive a reward, if only the reward of success, for his bravery," the article states. "He can cut the price almost in half at the outset and he can cut it still further, if he is certain that the public will respond and buy his books more readily because of the innovation. One venturesome publishing house in New York is prepared to make the experiment, and it is hoped that others will be encouraged to go and do likewise. The making of many cloth bound books has always been and is now more than ever a great economic waste."

The estimate of saving in price seemed so far from the facts as known to the book-trade that the article brought immediate rejoinders to *The Transcript*, which letters have been printed. Mr. Alfred R. McIntyre, Vice-President of Little, Brown & Company, wrote as follows:

To the Editor of the Transcript:

We wish to say a word with regard to your editorial on "The High Cost of Reading" in the Transcript of Feb. 5, in which the statement is made that "the publisher who would dare to bring out novels in paper covers . . . can cut the price almost in half at the outset; he can cut it still further if he is certain that the public will respond and buy his books more readily because of the innovation."

The average novel, by a successful author, now selling for \$1.75, costs its publishers, for press work, paper, folding, binding in cloth, author's royalty, advertising, and a proportionate part of the setting of type and making electrotypes plates, about \$.80 a copy. This does not include a very heavy expense generally called "the cost of doing business." The average price at which the volume is sold to the bookseller is \$1.05 per copy.

The difference in the cost between the binding now generally used, a cheap cloth with one ink stamping, and paper covers would be about \$.16 per copy. Accordingly, if paper covers were substituted for cloth bindings, the novel would cost \$.64 per copy, and the publisher could secure the same proportionate profit if he made the price of the book \$1.40, selling it to the book-trade, with the existing purchase discount, at \$.84 a copy.

It has not seemed to most publishers that this difference in price was large enough to justify the use of paper covers. They have been seriously influenced by the circumstance that booksellers, who are in touch with the

feelings of the reading public, have made no complaint over increased prices and have invariably discouraged the issue of novels in paper covers.

As to the further cut in prices which the publisher can make "if he is certain that the public will respond and buy his books more readily because of the innovation," this might be done as long as the change was an innovation, but once the practice of issuing the novels in paper covers became general, the increased sale of the individual publisher's books would cease.

If the present extraordinary demand of fiction means anything, the public has not protested against the high cost of reading. As a matter of fact, the increase in book prices has not kept pace with the rise in price of most commodities. The \$1.75 novel of to-day sold for \$1.35 in 1915, an increase of just a shade over 30 per cent. This is due to the fact that publishers and authors, with few exceptions, have not attempted to increase their profits as prices went up, and such increases as have been made hardly cover the rise in cost of manufacture.

LITTLE, BROWN & Co.

P. S.—A New York publisher gave the information upon which our comment was based. (Ed. Transcript.)

*The Starting of a New Shop**Success of a Woman's New York Venture*

How to start a new bookshop is a subject of interest in so many parts of the country just now that the editor of the PUBLISHERS' WEEKLY asked Miss Jonas to describe her recent business adventure. Miss Jonas has made an interesting analysis of her success. In searching for a good location she found a small shop vacant in Fifty-Seventh Street. She was quick to see the advantages of this location, a busy street with Carnegie Hall close by and in a neighborhood occupied largely by clubs and hotels. The rent was high, and the shop was small. Miss Jonas courageously signed the lease and embarked on her business venture. The shop, she planned, would be a book and gift shop and would have in it a circulating library. The books were to be new fiction, poetry, drama and children's books. In six months, the new shopkeeper finds her stock paid for and the returns from the library paying the rent. The size of the shop has turned out to be an advantage, for customers say that it has none of the impersonality of a large store, but seems to have been built for book-lovers. Miss Jonas says modestly: "I intend to keep on working hard and I feel my efforts will be rewarded." But she seems to be willing to give credit for her good fortune to her enthusiastic customers, to Brentano's book department where she received eight years of training, and to the publishers who have been of service to her.

Great Authors' Week at Wanamaker's

An interesting exhibit, consisting of a price-less collection of souvenirs of great authors of both the past and the present, was held in Egyptian Hall, Wanamaker's, Philadelphia, March 8-13. In connection with the exhibit, informal talks on literary subjects were given each afternoon by well-known authors. It was appropriate that Dr. Henry A. Van Dyke, who was born in Germantown, should speak on the first afternoon. The other speakers were: Alexander Black, Ralph Waldo Trine, Joseph C. Lincoln, Hugh Walpole, and Thornton Burgess.

The literary souvenirs on exhibition were of unusual interest, consisting of the original manuscripts of famous books and poems; the autographs, busts and portraits of eminent authors, including many rare ones, and time-yellowed letters written by famous hands, concerning books which all the world has read: from Disraeli, for example, concerning his great novel "Lothair," one from Joel Chandler Harris, discussing the bringing out of the first edition of "Uncle Remus," one from Darwin concerning "The Origin of Species," and coming down to the notables of the present day, a notebook of Booth Tarkington, giving not only the author's suggestions to publishers and artists regarding "Penrod," but his pencil sketches embodying his conception of the appearance of that vivacious youth.

There was scarcely a name great in English literature which was not represented in the form of some souvenir, from the past generation up to the present minute, from Mark Twain to Joseph Conrad, from Dickens to Van Dyke, from the creator of "Little Women" to the creator of "Penrod."

Theodore Roosevelt was represented by manuscript pages of one of his latest books, "Through the Brazilian Wilderness," and Woodrow Wilson by his autograph.

The original manuscripts included, among others, the hand-written title-pages of Henry James' "Daisy Miller" and Richard H. Dana's "Two Years Before the Mast"; manuscript poems by Eugene Field, Bret Harte, Edmund Clarence Stedman, Henry Van Dyke, John G. Saxe, William Cullen Bryant, and Julia Ward Howe (the latter being a stanza of "The Battle Hymn of the Republic").

Other original manuscripts represented books from the pens of Mark Twain, Henry Van Dyke, Robert W. Chambers, Conan Doyle, Charles Reade, John Hay and Wilkie Collins.

Dr. A. Edward Newton, the eminent Philadelphian, author of "The Amenities of Book Collecting," lent to the exhibit the original manuscript of one of Anthony Trollope's novels, and of Thomas Hardy's "Far from the Madding Crowd," some Charles Lamb MSS., and some of his priceless Johnsonia.

Thru letters, autographs or portraits, the personalities of Longfellow, Browning, Tennyson, Dickens, Huxley, Frank R. Stockton, Harriet Beecher Stowe, Whitman, and numerous other notabilities were vividly represented.

The curious had the unusual pleasure of a "private view" of a popular author's work before publication, in the form of an exhibit of manuscript pages from "The Portygee," the forthcoming novel by Joseph C. Lincoln, to be published in April.

The Hoosier Book Fair

During the week of March 1st a display of books and portraits of Indiana writers was held in the exhibition room of L. S. Ayres & Company of Indianapolis, an event that brought large numbers to the store and proved a most successful feature.

On a dozen or more tables were arranged Indiana literature in groups, and on each table was an enormous book, built of card board and opened in the middle as if to indicate that books were gates to pleasures beyond. There was a Tarkington table, one devoted to Gene Stratton-Porter, to the "Little Colonel" series, a Riley table, of course, and one for other Hoosier verse, Gillilan, Nesbit and Herschell, a table for Meredith Nicholson, and one gathering together many of the popular novelists of the state, Eggleston, Maurice Thompson, Elizabeth Miller, George Barr McCutcheon, Eleanor Atkinson, and others.

On the walls of the room were handsomely framed portraits of Hoosier writers, including not only those mentioned above, but others such as Charles Major, Kin Hubbard, George Ade, Robert Cortes Holliday, Theodore Dreiser, Max Ehrmann.

In glass cases were numerous exhibits of interesting letters and manuscripts gathered from many sources. Many of them were contributed by Mrs. Charles Major from her husband's library. A very interesting item was a letter from Longfellow to Riley in 1873, the letter that did so much to encourage Riley to continue in the writing of poetry; also, a letter from Theodore Roosevelt to Maurice Thompson, encouraging him in his line of work.

Grosset & Dunlap had supplied an exhibit on how "A Poplar Log Became a Popular Book," showing the progress of paper making and printing thru the various processes to the complete volume.

Each day was devoted to a reception and talks by various writers, and an auditorium seating some three hundred people was filled on each session.

The exhibit was timed to emphasize the one hundredth anniversary of the founding of the city of Indianapolis, and the plans were laid by Miss Eleanor Foster, head of the book department of L. S. Ayres & Company. The firm found that this occasion was a very successful event for their store.

Too much wishbone and not enough backbone is a bad combination. It takes backbone to save; wishing won't get you anywhere, but Thrift Stamps and Government Savings Stamps will if systematically purchased.

Good Book Making

As an experiment in paper binding, a volume of the Yale Series of Younger Poets, which has just come to hand, is most interesting and successful. The volume is "Forgotten Shrines" by John Chipman Farrar, a book of 60 pages. The cover is in a dull bluish grey paper, with carefully planned design that covers the whole front and which is successful as typography and as book design. The type page of the poems is also effective and well planned.

Another volume of poems of interesting make-up is "Ballads of Old New York" by Arthur Guiterman. This is a 12mo volume of three hundred pages, and in planning the book numerous drawings, both full-page and headings, have been drawn for zinc reproduction by J. Scott Williams. The type plan has been fitted to this form of decoration, and the result is extremely good. There is also an interesting lining paper and a colored cover of most attractive effect.

There is something very attractive in the broad 12mo when applied to an illustrated children's book, and Holt & Company have just published two books of this kind. The overall size is $7\frac{5}{8}$ by $5\frac{7}{8}$ with about $\frac{5}{8}$ thickness. "First Steps in the Enjoyment of Pictures" by Maud I. G. Oliver has something over fifty half-tone illustrations admirably reproduced, and the broad pages permit most of these to be effectively used across the page. The other volume is "More Magic Pictures of the Long Ago" by Anna Curtis Chandler, and tho not related to the first book mentioned, it has the same format and the same careful reproduction of half-tones.

The making of attractive volumes of biography has always been a special feature of the book-making of Houghton Mifflin Company, and the volume by Colonel Thomas L. Livermore entitled "Days and Events" is no exception to this rule. The type page is perfect for leisurely reading, and the binding is a dull green board with black buckram back.

That the work of newspaper artists fits in admirably to book form is shown by John T. McCutcheon's illustrations to the new volume of George Ade, "Hand-Made Fables," just published by Doubleday. The combination of author and artist is in this case almost a perfect one, and the size and make-up of the book are most suitable for the character of the material. The paper used in the book might well have been better.

Paul Claudel's "Three Poems of the War" have been printed in a flat octavo by Yale University Press, attractive as to page design and most attractive as to binding.

A good example of what can be done with the board covers is shown by Macmillan's edition of a "New Life in the Oldest Empire" by Charles F. Sweet. The black design on the yellow cover has been very carefully planned, in order to be suitable to the material.

PAUL Harris Drake's "Democracy Made Safe" (Four Seas) is an original and appealing plan for a peaceful revolution for all.

The Status of Canadian Copyright

New Bill To Be Presented Shortly

The subject of copyright will again receive the attention of Canada's legislators at the present session of the Dominion Parliament. It will be recalled that at the last session a copyright bill was introduced in the Senate. It was referred to a special committee which held several sessions and heard a number of delegations, representing printers, publishers and the labor unions. Eventually, there being considerable divergence of opinion on certain features of the bill, it was held over for future action, the idea being that it might be re-drafted in order to meet objections.

It is understood that a new bill has been framed in the interval, which will be introduced, not in the Senate, but in the House of Commons and that the Acting Premier, Sir George E. Foster, himself, will stand sponsor for it. It will presumably be dealt with by a special committee of the Commons and those interested will again be afforded an opportunity of laying their views before the legislators. Just when the measure will be brought down is uncertain, tho it was definitely announced in the Speech from the Throne at the opening of Parliament that it would form part of the legislation of the present session.

The former Senate bill had the objection that it aimed to accomplish two apparently irreconcilable objects, viz., on the one hand to bring Canada within the terms of the Berne Convention and on the other to provide for the enforcement of a manufacturing clause against any nation that exacted such a requirement from Canadians. The printing interests naturally were prepared to go the whole distance and make printing an essential to the securing of copyright protection, but authors and an influential section of the publishers argued, and with much force, that any attempt to introduce such legislation would be most inimical to the interests of Canadian authors. Their arguments carried a great deal of weight with the senators, who confessed themselves as being convinced that Canada's best interests would be served by a close adherence to the terms of the Berne Convention.

Just what line the new bill will follow is, of course, doubtful. It has been rumored that it will differ very little from the Senate Bill, the idea being that it would at least give a basis on which to build up legislation.

The Yvette Guilbert Dinner

Tickets for the annual Men's Night Banquet of the Women's National Book Association on March 18th have been going rapidly, and the committee announce that no provision for members or guests can be made unless their reservations have been made by March 17th with Mrs. Pauline C. Sherwood at 40 John St. Remittances for tickets sold will not be construed as making reservation, and names received after the 16th will not be printed on the seating list.

TACT AND COURTESY IN RETAILING*

By Paul G. Ivey, *Associated Professor of Economics and Commerce, University of Nebraska*

In the Series of Articles on MODERN DEVELOPMENTS IN RETAILING

With the permission of Professor Ivey the illustrative anecdotes in these lessons have been specially adapted to the book business by the editor of *Publishers' Weekly*.

TACT IN SALESMANSHIP

Failure to use tact is usually due to lack of imagination. Tactless persons do not adequately visualize the complex results that arise from their unconsidered acts. They don't seem to be able to get out of themselves. They are, in fact, selfish, critical or contemptuous in attitude, any one of which qualities destroys the sympathy or understanding.

A man entered a store and asked to look at pocket editions of Scott. One in particular seemed to interest him. "That's certainly a fine calf binding," he remarked. "That's not calf," said the salesman, going on to explain what it was; but he was talking to deaf ears. The customer's interest in the goods was effectually killed by the tactlessness exhibited. In reality, the customer was wrong in his assertion—the cover was not a calf, but apparently the salesman could only rectify the error by antagonizing the customer. A tactful salesman would probably have said, "That is a fine feeling piece of leather and does look like a calf skin; in fact, most people would take it for calf. However, it is . . . etc." Such a method of giving information "lets the customer down easy" and increases rather than decreases his interest in the goods. The correction of mistakes can be forced unneutralized down customers' throats to their dissatisfaction and loss of interest; or it can be sugar-coated by tact and utilized as a factor in consummating a sale. The tactful salesman never contradicts.

A tactful salesman is careful to avoid all argument. Argument stimulates the customer to think of and formulate objections to buying. It is antagonistic to suggestion. It places the salesman on the defensive; makes him follow instead of lead. If continued for any length of time it may lead to alienation of the customer. A tactful salesman does not handicap himself by encouraging or being a party to an argument. He knows when to concede to statements made by customers and *when* to object; but the important thing to be remembered is, he knows *how* to object.

Some personalities appear to be fundamentally and irreconcilably opposed to each other. The buyer and seller, the cogs in the selling machine, don't mesh, and friction occurs when the wheels of the selling machine commence to grind out sales. When such is the case, a tactful salesman will relegate his own personality into the background as soon as possible, by interesting the customer in the goods and by avoiding any reference to himself. A tactless salesman, who does not sense the reason

for the cold attitude of the customer, would probably commit the fatal blunder of attempting to warm him up and make him more genial.

An instance of clashing personalities was experienced in an eastern store. The salesman "grated on" the customer from the first, making the latter sullen and unresponsive. The salesman, misunderstanding the cause for the customer's attitude, attempted to jolly him into a better mood. Open offense was not taken at even such untactful methods; but when finally the salesman opened a volume of poems and began to read aloud, commenting on its appeal to the customer, the latter became incensed. The worst thing that a salesman could have done was to have called attention to himself—and he did it. A tactful salesman would have analyzed the situation and kept himself in the background, first of all getting the customer interested in the books. In another salesman the reading of that poem might have made a "hit" with the same customer because the former's personality had appeared attractive to the latter. A tactful salesman *knows* when his personality is admired and when its influence is negative.

The existence of a mood cannot successfully be challenged by a salesman; its cause should be ascertained. If the reason for its existence is not known there is danger that the mood will be ignored as visionary or else some haphazard method improvised to deal with it. Tact recognizes conditions as they *actually* exist (not as they appear to be) and handles them intelligently.

"Never give up" is a good slogan for the salesman to follow, but if vigorously adhered to under all circumstances may prove to be a stumbling block. The slogan should be, "Never give up while there is hope." The tactful salesman knows when *he* can hope no longer for a sale, and graciously gives in. The tactless salesman tries for the sale to the very last because he has not perceived the point beyond which any further selling endeavor is useless. His persistence irritates the customer and leaves a bad impression.

Salesmen sometimes think that they are using tact when they are not. Flattery is not tact. To attempt to ingratiate one's self is not necessarily tact. Neither is tact always stating what is in one's mind even tho the thought is believed to be true. On the other hand, it would not be tact to omit statement of any facts that are necessary to keep the goods sold, even tho such feats are difficult of formulation. Tact meets present difficulties and conquers them without endangering the goodwill of the customer.

In conclusion, a tactful salesman diagnoses a situation and gets favorable results with the least amount of time and effort. He surveys a route of procedure that may be winding in

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its details but one which avoids the heavy grades or costly tunnels. Conservation is his watchword. Conservation of the customer's patience, cheerfulness and good-will; conservation of the store's prestige and reputation for service; conservation of his own energy, sympathy and spirit of helpfulness. Tactless selling is a great destroyer of these positive qualities that are of inestimable value. It is destructive, not constructive. It is negative, never positive. Like forest fires, the boll weevil and other loss producing agencies, tactlessness in selling should be carefully watched, closely guarded against, and, if possible, entirely eliminated.

COURTESY IN SALESMANSHIP

Some persons have been characterized by their friends as "diamonds-in-the-rough." Only the friends and relatives of these people can see their sterling qualities because these attributes are covered up so far as the casual observer is concerned by inconsiderate actions and unkind appearance. Some few intimate friends may "know" such discourteous persons and "overlook" the discrepancy between worth and appearance, but others less discerning will not be so painstaking. In other words, so far as the great mass of the people who meet discourteous persons are concerned, the good qualities of the latter are non-existent. A discourteous person places his "light under a bushel."

* Courtesy is, therefore, not only a sterling quality in and of itself, but also the means of *discovering and exhibiting* other success attributes, which, without its aid, would exist unknown except to intimate friends. Courtesy makes customers tolerant and willing to listen to what the salesman has to say. It therefore not only brings out the salesman's positive qualities but also tempers the neutral critical tendencies of the customer and makes him open to suggestion. It places the customer in a favorable attitude to buy because it tends to disarm antagonism, and enables the commendable and attractive qualities of the salesman to be exhibited.

Attempts to render service, to explain the goods and make buying pleasurable, often go unrecognized by the customer because he hasn't been made to see these things thru the avenue of courtesy. Because of the customer's apparent indifference to the salesman's attempts to serve, the latter often becomes discouraged and comes to the conclusion that his efforts to please are unrequired and therefore might just as well be discontinued. Thus, lack of courtesy actually breeds discourtesy. The customer cannot buy goods from such a salesman because he believes the latter hasn't understood him and doesn't try. There not only seems to be no way for the salesman to transmit his ideas and his personality to the customer, but there likewise seems to be no avenue thru which the customer can bring his finer personality to bear on the salesman. In short, discourtesy on the part of either party to the selling trans-

action, especially if perpetrated by the salesman, acts as an insulator between buyer and seller preventing the contact of their finer sensibilities. Under these circumstances sales-talks do not have an "appeal"; they are superficial for the most part and never excite the deep and more permanent buying motives of customers.

COURTESY AS EXTRA VALUE

Courtesy as a medium of exchange is current everywhere and always good for its face value. It cannot be counterfeited, disfigured, or "sweated," by evil minded ones who do not possess its excellent qualities. It is the money of the realm for buying immunity from discourtesy, ill-will and unpleasantness. It should be the coin that is "thrown in" every package to make the customer feel that he has been given something "extra." People like anything extra and will often come long distances if anything of such a character is offered. That the extra which acts as an inducement to come into the store could be something other than the books, has often been overlooked. Courtesy should be the extra and sold with the books; for it must be remembered that in the last analysis people do not buy books—but books and service. The former is no more important than the latter, and if anything, it is less important.

The best way to develop courtesy is to be courteous, polite, considerate, and sympathetic with other's views. An overbearing attitude toward others should never be permitted to exist even for a moment of time. What others believe and think should be studied carefully and weighed against one's own thoughts and beliefs before judgment is formed regarding their respective merits. Tolerance is thus developed, and the habit of postponing judgment until all of the evidence is in, is encouraged. No more healthy habit could be formed by people in all walks of life, as well as by salesmen.

To be distinctive, to give the public something "different," is the aim of progressive retail establishments. Customers are looking for the new, the unexpected, and store managers are merely trying to satisfy this demand. What can courtesy contribute to satisfy this growing demand for the novel? The answer is by giving the customer unexpected favors and displaying *unusual* politeness. It is not often fully realized the extent to which "new" and "different" service can go in satisfying the longing of the public for change, and the desire of the store management for distinction. Conducting a customer unacquainted with the store to the elevator; placing chairs for customers to be seated; opening of doors; saying "Thank you" and *meaning it*; showing deference to all opinions expressed by the customer; getting the customer's point of view in all matters; and expressing opinions or stating facts in a gracious and pleasing manner, are all acts that should be cultivated. The dogmatic, overbearing salesman is too common; the positive, aggressive, yet sympathetic and considerate salesman is too seldom seen.

THE OLD ROUGH AND READY METHODS

No doubt untempered aggressiveness has great effectiveness in some lines of industry, but certainly not in the business of dealing with human nature. The fact that Americans, until comparatively recent years, were pioneers engaged in wresting the land from the age-long grip of nature, accounts in part for their rough aggressiveness and desire to get quick results. Then, men had to deal for the most part with material things and savages, neither of which demanded a display of courtesy; and by reason of the nature of such dealings the name pioneer became the synonym for uncouthness. Since all Americans were more or less pioneers, the discourtesy and boastfulness of Americans became proverbial in England and on the Continent. Gradually this conception of Americans is changing, but in some places the old rough-and-ready method of dealing with retail customers still obtains, to the great loss of the communities. Mail-order house courtesy, expressed in its correspondence and dealings, has been the "different" element in connection with commodities that many people in these communities have been longing for in vain and are now getting—from the outside. Unfortunately it is, that courtesy is not indigenous to the soil of these communities; but it is to be deplored that the seeds of courtesy, considerateness and kindness can only be transplanted to this soil from more fortunate localities, with the utmost difficulty.

More important, perhaps, than how discourtesy originated is an understanding of why it persists. The failure to understand its importance which has already been elaborated upon, is no doubt, one of the chief reasons for its persistence. Another reason, almost equally important, is the belief prevalent among some people that honesty consists of "stating one's mind" at all times. Thus, if a friend is speaking enthusiastically of a new book and is endeavoring to get the heavy corroboration of a person of this character, the latter, if he cannot appreciate the art, thinks that he is dishonest unless he boldly condemns and depreciates it. He does not try to see what his friend sees. He is not sympathetic; and in case his friend is sensitive, such ruthless criticism goes counter to his nature. Honesty is not discourteousness neither is courtesy dishonesty. In fact, discourtesy is very often dishonesty because it is not fair dealing.

Again, some salesmen "act as they feel" and think that they are sincere and honest. The trouble with them is that they "feel" wrong. They do not put themselves in the place of the customer and hence they act incorrectly from the standpoint of their own intentions. In other words, they are not sincere to themselves altho they believe that they are acting in an honest way. So-called sincerity to one's feelings can never be justification for lack of politeness or absence of courtesy in dealing with others.

To get continually on the other side of the counter and see himself as customers see him, is the important duty of the salesman. To

measure his courtesy from *their* standpoint; to learn to appreciate what customers appreciate; to ascertain their feelings and interests and magnify them rather than his own; are fundamental lessons in selling goods. Often, success means self-abnegation which is distasteful to some types of salesmen; but it must be remembered that subjugating self is sometimes the only means of raising self to a higher level. Personality is an all-important element in selling, and any means available or method employable toward developing it should not be depreciated.

The most significant actions of which people are capable, may become the most prominent elements of their personality. Discourtesy may prove to be of small consequence in early life but its growth may be at a faster rate than the development of positive qualities; so that in later years the individual finds other characteristics dwarfed and rendered of secondary importance by the superdevelopment of this negative attribute. To see the comparative growth and development of our personal attributes is to progress; and this can only be accomplished by getting out of ourselves, i. e., getting on the other side of the counter.

(Continued in the issue of March 27th)

Talks on Books and Publishing

Dr. Wilbur L. Cross, Dean of Yale University and editor of the *Yale Review*, gave a pleasing talk on Book Reviews at the March 4th meeting in the series of discussions on books and publishing at the New York Public Library. In a dryly humorous vein Dr. Cross discussed the function and history of the book review, making frequent allusions to the policy of his own periodical. Introducing the subject with the relation of the review to the advertisement, he spoke of the early practice of reprinting title pages and laudatory prefaces as bait for the book-buyer and quoted an amusing introduction from an early edition of "Robinson Crusoe." He passed on to the review in the eighteenth century, quoting from Fielding's commendation of Richardson's "Clarissa Harlowe." Of the essay type of review of the nineteenth century, some of which have passed into literature, he mentioned in particular Macaulay's essay on Crocker's edition of Boswell's Johnson and Carlyle's review of Lockart's "Life of Scott," and pointed out that even Carlyle was guilty of the charge of not having thoroly read the book. After commenting briefly on the contemporary vehicles for reviews, he discussed the advantages of the signed review and concluded by reading selections from different types of reviews from the *Yale Review*. There was a short discussion.

If you ever expect to get ahead, now's the time to commence. No one ever did anything "to-morrow." Make up your mind that you are going to own a \$100 or a \$1000 registered Treasury Savings Certificate this year and get it.



Co-operative Advertising

We reproduce on this page an advertisement that appeared in the *Century Magazine* for February. The publishing department of the Century Company, in devoting a page of space to general book advertising, has established a precedent which may lead to a joint effort on the part of the publishers to create a love of reading—and in this way develop a larger market for books—thru such a general advertising campaign.



The Text Is—More Books

THEY used to say in Europe that Americans were a semi-barbarous nation of money-grubbers. Then came the war, and they said we were a race of romantic, quixotic idealists. Well, we are not either. We are a lot of people, a hundred million or so, and we are of many strains, tastes, temperaments and conditions.

But the statisticians do declare, and vow they can prove it, that we are, taking us by and large, a nation of poor book buyers and even poorer book readers and that therefore we are, as contrasted with most of the European peoples, necessarily lacking in some of the finer elements of living.

We would prefer to drop comparisons. We admit at once that books are good things to get and to read, and therefore that the more we read the richer we shall be in a kind of wealth that begets no envy, pays no income tax, and accumulates interest at a marvelously high rate.

Why not buy and read more books? Why not get the habit if it is a good one. Good habits are formed in the same way as bad ones—by deliberately willing to do an unusual thing until it becomes usual. Then the will is not needed for that good thing.

Books are not expensive. Americans pay more for a theater ticket or a dinner than most books cost. They are easy to buy. Some people like to read book news and reviews and choose exactly what they want. Some people leave a standing order with a bookseller to send them a certain number of the best new books each month; then they read them as occasion serves. Books await your pleasure. If you have more in the house you will read more.

If you come across one now and again that for you is simply a failure, chuck it and try another one. Plays are often failures for you, and dinners, lectures, music and what not, but you try again with them. Try again with books.

Books build rich backgrounds, and—but that is another story. This magazine page is big enough to contain only a whisper of the truth about books.

THE CENTURY CO.
353 Fourth Avenue
New York, N. Y.

Buy More Books—Read More Books

The Atlantic's Bookshelf

Upon the *Atlantic's* bookshelf for February appear the following books:

Samuel Butler, author of "Erewhon": A Memoir, by Henry Festing Jones. *Macmillan*.

The Economic Consequences of the Peace, by John Maynard Keynes. *Harcourt, Brace and Howe*.

The American Army in the European Conflict, by Colonel De Chambrun and Captain De Marenches. *Macmillan*.

Poems, 1908-1919, by John Drinkwater. *Houghton Mifflin*.

The Book of Modern British Verse, edited by W. S. Braithwaite. *Small, Maynard*.

The Great Desire, by Alexander Black. *Harper*.

Elizabeth Cary Agassiz, a Biography by Lucy Allen Paton. *Houghton Mifflin*.

A Musical Motley, by Ernest Newman. *John Lane*.

New Form of Book Publicity

Thru the Haskin Information Service of Washington, newspapers thruout the country are distributing many copies of a sixty-eight page booklist entitled "Eight Hundred Useful Books." This list has been edited for them by Miss Sophie H. Powell of the American Library Association War Service, and includes the most popular titles from previous catalogs entitled "One Thousand Technical Books" and "Five Hundred Business Books." Such distribution cannot but help in stimulating the already rapidly increasing interest in vocational and practical books, and should help business with the publishers and also with the retailers.

John Burroughs, the dean of nature-writers, is spending the winter in California, and is at present in Pasadena. In the summer he will return to his Catskill farm, "Woodchuck Lodge," about which he has written often.

The Evolution of the Book Jacket

The problem of the right book jacket, the right design, the right color effect, the right amount of text, is one of the ever present problems in the publishing house, a problem that is faced and faced again as the recurring need of arresting the attention of the casual book buyer comes home to the sales department. The increasing cost of making jackets in color makes the solution of the problem even more difficult.

That the present book jacket is the result of many years of evolution and will in its turn change again is made plain by a review of the history of the jacket as given by A. D. Marks in the November issue of *More About Books*.

The bookshop window and the bookstall to-day attract the casual passer-by, whereas in days gone by it was only the reader, the student, and the man or woman actually interested in books who stopped to look. The bookshop in those days catered for the initiated only, but to-day new readers are enticed to buy and read by the alluring appearance of the shop.

The secret of it all is the book-jacket, sometimes artistic, sometimes gaudy, but always arresting. It came with the new era in publishing, some twenty-five years ago, and the development of the three-color process in printing made it possible.

Up till that time a book, if decorated at all, was stamped by its binders on the cloth binding with all sorts of devices which they kept in stock, chiefly pansies and buttercups, or scroll designs, deadly affairs even in those days. To protect this precious work a binder would sometimes "wrapper" the volume in often the printed sheets of an unsaleable book, any old waste paper he had by him, often punch an oval aperture at the back, and thus display the title. Thus a not very alluring article was produced. Later a transparent paper was used, and thru this the binding and lettering could just be seen. This was used for fiction for many years, and, indeed, is used to-day for more serious books, tho it has probably disappeared long before it reaches the reader's hands.

About this time, publishers began to take a much more lively interest in the cloth they used, and in the lettering, particularly as their transparent book-wrappers exposed the style of binding.

It was probably these excellent bindings which caused publishers to look round for more protection, and so what is now known as the jacket came into use for all books, including fiction. This paper was produced in many artistic colors, and in substance was stiff and heavy enough to afford real protection to the book it covered.

Advertising was becoming a vigorous cult, attacking everything and everybody, and some disciple conceived the idea of filling up the vacant space on the wrapper with a paragraph descriptive of the work within, a help-

ful idea to both the bookseller and his customer.

Very soon the output of fiction became enormous, and life in general became a much more hurried affair, and fiction-readers had no time to read the telling little puffs, so the book had to shout its description by some other means, and the picture with a punch came into being.

It is only within recent years that publishers have realized the additional selling power which a good picture-jacket gives a novel. Artists were quick to see a new and lucrative field, and adapted their work to meet it. Book-shops began to shed their grey sombreness and burst into color.

A wise publisher discriminates meticulously in his picture-jackets and becomes expert in selecting artists to suit certain authors. There are many difficulties with the production of book-jackets. Every publisher wants his artist to picture the one great thrilling incident, but it is strange that so many of the best novels contain no such thing.

Occasionally a book will not lend itself to a pictorial design at all, and a portrait of the author is substituted in the anxiety to catch the public eye. Then there are authors whose following object to pictures, and publishers must remember this, or they may pay for their offence by failure.

A glance at a present-day bookstore will give all artists a note of warning. A distinct danger of the commonplace is revealed. Designers seem to be evolving types, and a note of monotonous similarity can be seen. There is room for the artist who will break away from the conventional and produce a picture which will stand out distinct from anything else, yet has that simplicity of treatment which can be appreciated and understood by the ordinary man or woman. A limited canvas calls for the least possible amount of detail; every stroke of the brush should be full of meaning, and the fewer strokes the better.

A Protest Against Jackets

I wish the publishers would quit putting jackets on their books, says Prof. Wm. Lyon Phelps. The first thing I do when I get a book is to throw the jacket away without reading it. It has no business there.

I wish they wouldn't use the favorable things I may say about a book on the jacket, but they will do it. To find laudation and praise on a slip-cover often antagonizes intelligent readers. The slip-cover should have the name of the book and author, and a sober statement of the purpose of the book. It helps to know what purpose the author had in mind—whether it is merely to entertain, to present a certain group, or to bring out a certain trait in a certain character. Then one can tell how much of the author's success has been design and how well he has succeeded.

English Book-Trade News

FROM OUR LONDON CORRESPONDENT

The possibility of putting paper bound books on the market, as in France, to meet the situation, perplexing as it is in every detail, is again being discussed in the various circles interested. We doubt if anything will come of it. The British reader hates a paper bound book just as much as he would a cloth bound magazine. Prejudice counts, of course, for a lot, and it is not a light task to change a point of view in Great Britain. That is, I think, our mistake. If there was a little less fear of what a change brings, there would be much more enterprise and initiative. On the other hand, it is doubtful if a paper bound book will ever be acceptable either in England or in America. Few book-lovers would like to see a crowded library of paper covered books. Perhaps high costs of production may yet force the situation.

There is a good story about Sheila Kaye-Smith, the author of "Tamarisk Town," which is doing so well on both sides of the Atlantic. Miss Kaye-Smith has a big future. Cassells tell the story:

"One of her readers wrote saying he was by trade a toffee-maker, and, as her last novel, 'Tamarisk Town,' had given him so much pleasure, he wished to see if in return he could give her pleasure with a little work of his own. And he sent with the letter six pounds of toffee. It is well to make this public, in order that gentle readers of all trades may have a good example to follow. If any author can write a book that will, in these days, move a tailor to respond, he will be lucky."

Recently you talked about departmental chiefs in publishing offices visiting booksellers. A good idea. The inside man knows too little about what is going on up country and elsewhere. These are no days for hiding one's head in the sand. And the big men in the publishing office have just got to get alongside of the bookseller and see what is happening and catch the other man's point of view. We doubt very much if there is enough co-operation between publisher and bookseller; certainly we haven't touched the top-notch yet concerning how to sell a book. A big advertising consultant told us to-day how complex a problem it is and shook his head over the difficulty of unravelling it. But there is, undoubtedly, a tendency to have the principal men, trade managers, circulation men, and even the editors get alongside of the bookseller's counters and hear something about the selling of books. You are doing it, and it's a habit which is growing up over here.

British spring hopes in publishing are getting ready to burst into bloom. Activity, it is said, is life, and so there is plenty of life here. A heap of new books are moving around. Travelers are busy, lists are pouring into the book-lovers' letter boxes, Colonial trade is brisk, manuscripts come in as large numbers as ever, and the bookseller is doing well. And all this, in spite of industrial troubles galore. Pep all along the line.

Rumor has it that Compton Mackenzie, known on both sides of the Atlantic as the popular author of "Sinister Street," will write, in the not too distant future, a book about his family. He would make it readable, and no doubt the British book buyers would take enough copies to make it worth while. Of course, he would not leave out his reminiscences of such other folk as John Addington Symonds, George Paston, Irving, and a host of other notabilities.

The Printing Crafts Guild of Manchester has a good list of lectures in train: Among others, "The Value of Design in Modern Printing" by R. A. Dawson; "Electric Driving Power in the Printing Office" by J. L. Langton; "Commercial Development in Offset Printing" by E. Garrett; "Three Color Printing" by G. W. Jones; "The Printing Machine from the Engineer's Standpoint" by A. Lea.

James Clarke & Co., the old established publishers of religious works of Fleet Street, proprietors of the *Christian World* and similar papers, has been turned into a limited liability company, with a capital of £40,000. Several members of the old firm remain. F. J. North is managing director and secretary.

There are, it is reckoned, 50,000 workers in the London printing trade, and a plan is being worked by which the technical education of many of these may be improved. It is estimated that a suitable building would cost \$625,000 at least.

There are possibilities in North Africa for paper and books. The country in 1919 imported this kind of goods in the following volumes:

Printing paper £465.184; other kinds of paper £461.406; books £210.721.

Getting Editorial Copies into the Right Hands

In view of the fact that publishers are constantly having trouble regarding the arrival at the proper destination of the review copies of their books, sent newspapers and magazine editors, publishers will be interested to know that one company is enclosing a card in every copy or package of books going out of editors. This card is to be returned, filled out, to the publisher's office.

In addition to this precaution they are also insisting upon having the man's name in each case who should receive the books for review, and all books going to that particular paper are addressed to him personally.

There are no more generous people in the world with their wares than American publishers. They know the value of publicity and are glad to send books to influential papers in exchange for reviews. However, the publishing business is an expensive business now-a-days, and every book represents real money. It is natural they should want their books to arrive at the proper destination.

IN THE FIELD OF THE RETAILER

The American Woman as a Reader

That the American woman is an omnivorous reader is the opinion offered by an English journalist, Frank Dilnot, in his new book, "The New America."

"One of the charms of the best American woman," he says, "is her vivid interest in those affairs of life in which an ordinary well-read man finds material for thought and activity. Right down from the richer circles to the woman in what may be called the lower middle class there is a pulsing curiosity about life, a desire to know and understand, a courage which flinches from no unpleasant knowledge, indeed asks for it, and withal a humor which, if a stranger may hazard an opinion, is even more noticeable than in the American man. The American woman reads the newspapers fervently."

Prompt Payer an Asset

"The man who pays his bills promptly is a great asset to your house; but the man who allows his bills to go unpaid is a liability," writes Frank P. Shockley in the *Dry Goods Economist*. "How often have you seen a person who owes you an account of long standing go into your competitor's store and 'pay cash'? You are not only doing yourself an injustice, but you are also doing the person an injustice."

Many a time by the use of a little tact a slow-pay customer has been made prompt-pay, a much better customer and a booster for your store. *Don't be afraid to ask a charge customer to pay his account*; but use judgment in the way you ask him. You can figure out for yourself the best way to approach that particular person and still retain his patronage."

The Jacket as a Selling Factor

"He who first devised the idea of the Jacket was indeed a salesman," says Cassell's *Book Talk*. "For the Jacket can perform the first duty of the salesman—that of creating interest. And where the salesman can handle but a very small number of copies of a single book the Jacket carries its appeal on every copy. In the bookseller's shop and upon the bookstalls where there are a great number of books together a distinctive jacket is invaluable as an attractive force and will often make a casual passer-by pick up the book it covers and frequently purchase it. In short, it creates an interest which will probably lead to a sale."

"In this capacity it is like the poster, the first object of which is to attract the eye, and so it should have some element which immediately interests and carries a message. This element may be the outcome of original treatment, a striking color scheme or a novelty of subject, and will, of course, vary as the type of book to which it belongs is taken into con-

sideration. It, therefore, generally differs entirely from the cover design, because frequently the cover of a book ought not to be so striking in character. The Jacket may be discarded, but the book when read is placed upon the shelf with others, and books will be far more pleasing upon the shelf than a mass of striking display."

Success Elements in every Sale

"All special sales, to be successful, must have a 'reason why' according to an article in the *Dry Goods Economist* by A. W. Shafer. "The public is no longer as credulous as it used to be, and in so prosaic an enterprise as a sale, people must be reached more through their common sense than through their emotions. And common sense looks for a motive behind every manifestation in life, behind every action. Every sale, no matter how strong the reason for its existence, is foredoomed to failure, if it is not properly backed up by the other factors which form the fundamentals of success of a sale: the merchandise, the bargains, the advertising, the window display, the salespeople's belief in, and enthusiasm over, the event."

Summed up, the elements of success of every sale are:

- (1) A distinctive "reason why",
- (2) Merchandise to back it up,
- (3) Unusual values,
- (4) Proper window display,
- (5) Good advertising,
- (6) Interior display,
- (7) Salespeople's enthusiasm,

And in order to take care of all these numerous details,

(8) Careful and far-advanced planning is imperative."

The Mail Order Business

That publishers still receive orders for books from towns where there are no bookstores is shown by the letter which we reprint with the permission of Little, Brown & Co.:

Idabel, Oklahoma,
February 10, 1920.

Dear Friend,
Mrs. Fannie Merritt Farmer.

I will now take a short time to drop a few lines to you this afternoon. Will you please send me their cook Book.

If you send me their cook Book to-day I be glad off it. Well I'm going to send you Money Order Soon as you get this letter you going get money order to and Soon as you get these letter you Must send me their cook Book and Im going Send you their \$2.25c net.

Well I must close to-day.

P. O. Idabel, Oklahoma.

name

I hope you send me their cook Book.

AMONG THE PUBLISHERS

THE initial volume of a series on Mexican problems to be brought out by the Harpers will appear this week, "Present and Past Banking in Mexico," by Walter F. McCaleb.

THE genuine, generous, breezy and buoyant camaraderie which characterized all of Theodore Roosevelt's friendships is again refreshingly exemplified in William Allen White's new book, "The Political Adventures of Theodore and Me," which in the manner of writing follows Mr. White's popular "The Martial Adventures of Henry and Me." It will be published by Macmillan in April.

"THE Worker and His Work," just published by Lippincotts, is a collection of short stories by Arnold Bennett, O. Henry, Henry Van Dyke, H. G. Wells, Maurice Maeterlinck, and others. Each story has for its foundation, labor in an industrial or commercial activity, emphasizing the human, social aspect of work. No thoughtful person can read this work without gaining a keener relish for his own work and a renewed respect for all workers.

ALFRED A. KNOPF has just published "The American Credo," of which George Jean Nathan and H. L. Mencken are the joint authors. The book bears the ambitious sub-title "A contribution toward the interpretation of the national mind."

THE newest story of mystery and adventure from the Small, Maynard press is "Green Rust" by Edgar Wallace.

HORACE WADE'S "In the Shadow of Great Peril" has gone to a third edition in four weeks with a total of 18,000 copies. On March 6th he was guest at the Hoosier Book Fair at Indianapolis.

ONE of the most unique and beautiful of the recent books is "Wilderness, A Journal of Quiet Adventure in Alaska" by Rockwell Kent (Putnams). It is the journal of a year spent on a lonely Alaskan island, illustrated by the author's drawings. The Alaska paintings of Rockwell Kent are on exhibition at the Knoedler Galleries.

ONE of the pleasant incidents connected with the visit of M. Maurice Maeterlinck to the University of Chicago on February 13 was the presentation to him of "A Short History of Belgium" written by Professor Leon Van der Essen, of the University of Louvain, and published by the University of Chicago Press. The same volume is to be presented in a special binding to King Albert of Belgium, to whom the book is dedicated. It is interesting to know that the little volume was sewed by an Englishman, bound by a Belgian, and finished by a Czecho-Slovak.

A POSTHUMOUS novel, "Mary-Girl," by Hope Merrick, the wife of Leonard Merrick, is announced for spring publication by E. P. Dutton & Co. It is a story of life among the peasantry of Wales, written with sympathy and feeling. Mrs. Merrick died in 1917. The novel was at her request withheld until after the war.

BRINSLEY MacNamara, whose "The Valley of Squinting Windows" attracted such wide attention, has written a new book on Irish life, "The Clanking of Chains: A story of the Sinn Fein" (Brentano).

THE recent death of Lady Burne-Jones in England revives the memory of the brilliant Pre-Raphaelite group, whose inner life she painted so sympathetically in her "Memoirs." The book had a wide sale when it was first issued by Macmillan, and it is now her best memorial, for it is full of her own living personality.

"Home Hygiene and Home Care of the Sick" promises to hold a place among the seasons "Best Sellers" in textbooks. It is already in its second edition, approximately 200,000 copies having been sold during the past year. It was written by Miss Jane A. Delano, Director of Nursing Service, American Red Cross, and all author's royalties were willed at her death to the organization.

KATHERINE ANTHONY'S life of Margaret Fuller, which Harcourt, Brace and Howe have arranged to publish, touches in a very vital way the contemporary interest both in feminism and in psychology. It is no mere conventional biography, but a searching psychological study of the inner passions and motives that made Margaret Fuller, not only our first professional woman of letters, but the first American feminist.

JOHN T. McCutcheon and George Barr McCutcheon rival the famous Barrymore brothers, altho their work is in a different artistic field. Altho the McCutcheon brothers have been famous as artist and illustrator for many years, they have now collaborated for the first time. John T. McCutcheon illustrating his brother's new book, "Anderson Crow: Detective." The book has just been published by Dodd, Mead.

Sir Harry Johnston, who wrote that very good book, "The Gay Dombey," which had a satisfactory sale here, has finished a new story entitled "Mrs. Warren's Daughter." It is a romance of the woman movement and is said to be a continuation of or a sequel to Mr. Bernard Shaw's play, "Mrs. Warren's Profession." The scenes are laid in London, South Wales, Epsom Racecourse and at Brussels. An interesting item about the novel is that G. B. S. has agreed to the plan for and publication of it.

CHANGES IN PRICES

AMERICAN PHOTOGRAPHIC PUBLISHING CO.
Optics for Photographers, by Harting, from \$2.00 to \$2.50
Chemistry for Photographers, by Flint, from \$2.00 to \$2.50

BRENTANO'S

Chansons Poesies et Jeux, 90c. net.
The Gods' Carnival, \$1.75 net.
There Was a King in Egypt, \$1.75 net.
A Wife Out of Egypt, \$1.75 net.

ROBERT M. McBRIDE CO.

New trade lists have been sent to all booksellers.
Duplicates will be sent upon application.

CHARLES SCRIBNER'S SONS

Popular Gift Book Series, 75c. net.
Modern Student's Library, \$1.00 special net, effective March 1, 1920.

FREDERICK A. STOKES CO.

Stephens, Woman & Marriage, net 85c.
Stephenson, How to Breathe, Speak & Sing, net \$1.25
Berkeley, The Oilskin Packet, net \$1.60
Ryan, The Flute of the Gods, net \$1.90
Webb, Knock Three Times, net \$2.00
Rhys, In Wheelabout & Cockalope, net \$2.00
Burroughs, The Wonderland of Stamps, \$1.60
Lang, Land of the Golden Trade, net \$3.00

Recent Motion Pictures Based on Books

These pictures have been selected for listing by The National Board of Review of Motion Pictures.

Black is White. Famous Players-Lasky.
Star—Dustin Farnum.

From the novel of George Barr McCutcheon.

Copperhead, The. Famous Players-Lasky.
7 reels. Star—Lionel Barrymore.

Civil War tragedy taken from Augustus Thomas's stage play.

Corsican Brothers. United Pictures Theatres.
Star—Dustin Farnum.

Dumas's novel furnishes the material for this romance and tragedy.

Cup of Fury. Goldwyn.

On the novel by Rupert Hughes.

Gray Wolf's Ghost, The. Robertson-Cole.
Star—H. B. Warner.

A western drama from Bret Harte's story "Maruja."

Haunting Shadows. Robertson-Cole. Star—H. B. Warner.

A new picture version of Meredith Nicholson's "House of a Thousand Candles."

Heart of the Hills. First National Exhibitors.
Star—Mary Pickford.

On the story by John Fox, Jr.

His House in Order. Famous Players-Lasky
Star—Elsie Ferguson.

Pinero's play of this name is the source.

Huckleberry Finn. Famous Players-Lasky
Mark Twain's boy story done in pictures.

Little Shepherd of Kingdom Come, The. Goldwyn.
Star—Jack Pickford.

Kentucky romance of the '50's and '60's adapted from John Fox's novel.

Overland Red. Universal. Star—Harry Carey.

From the novel by H. H. Knibbs.

Pollyanna. United Artists. Star—Mary Pickford.

From Eleanor Porter's child story.

Right of Way, The. Metro. Star—Bert Lytell.

From the story by Gilbert Parker.

Street Called Straight, The. Goldwyn. Star—Milton Sills.

From the novel by this name by Basil King.

Personal Notes

HARRY J. SIMONSON, who has been in charge of the Book Department of the *Magazine of Wall Street* since he returned from overseas last July, has been promoted to General Sales Promotion Manager of the entire organization, including Magazine Circulation, Investment Letter, Wire Service, Graphic Record Service Departments, in addition to the Book Department, effective March 1st, 1920.

A New Stationery Journal

A new trade paper for retail stationers will shortly make its appearance. The new journal will be published by the Adoma Publishing Company, 225 Fifth Ave., New York, the officers of which are Albert B. Abrams, for many years advertising manager of Geyer's Stationery; Wm. S. Donnelly, his assistant, and David Manley, former editor of the same publication. The new periodical will be published under the name of the *Modern Stationer and Bookseller*.

In the *Quarterly Circular* issued in Shanghai by the Kwang Hsieh Publishing House there is the following paragraph: "The selected list of publications has been made out from lists contained in the *Publishers' Circular*, London, the *Bookseller and Stationer*, Toronto, and the *PUBLISHERS' WEEKLY*, New York. Two lists containing some of the best books of fiction as recommended by the *PUBLISHERS' WEEKLY* have been included."

Business Notes

BIDDEFORD, ME.—Ernest H. Morgan of the "Old Corner Book Store" died recently.

LAFAYETTE, IND.—Kimmel & Herbert Co. is reported to have been purchased by Decker Brothers of Anderson, Indiana.

MISSOULA, MONT.—The Office Supply Store has been bought out by Claude Elder.

NEW YORK CITY.—To avoid delay in mail deliveries, communications for the Cosmopolitan Book Corporation should be addressed to 119 West 40th Street. This company has no connection with the Cosmopolitan Press at another address.

ROCHESTER, N. Y.—E. M. Leavens Co., Inc., formerly of New York City, is now located at 17 Elm St., Rochester.

SAVANNAH, GA.—A new book shop has recently been opened here at 104 East Broughton St. It will be known as the Savannah Book Shop. E. E. Hackney is the owner and manager.

SYRACUSE, N. Y.—The Iroquois Publishing Co. has increased its capital stock to \$90,000.

WATERTOWN, N. Y.—John Sterling has sold his bookshop to Elson E. Robinson, Inc., and retired from business. The business was established by his father in 1848 and has been managed by father or son for a period of seventy-two years.

WILMINGTON, N. C.—J. A. Northam of the Northam Book and Stationery Co. is dead.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ft. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Alden, George Ira

The study of electricity by the deductive method. 10+110 p. il. diagrs. D '19 c. Worcester, Mass., Commonwealth Press [25 Foster St.]

Athearn, Walter Scott

A national system of education. 132 p. (6 p. bibl.) diagrs. D (Merrick lectures) [c. '20] N. Y., Doran \$1.50 n.

Presentation of a solution of many of the problems of American education. Index. Author is director of the Department of Religious Education and Social Service, Boston University.

Bacon, Corinne, comp.

Children's catalog supplement; a guide to the best reading for boys and girls; seven hundred books chosen chiefly from books published between June 1, 1916 and July 1, 1919; arranged under author, title and subject, with analytical entries for 104 volumes. 108 p. Q (Standard catalog ser.) '19 N. Y., H. W. Wilson Co. pap. 60 c.

Bacon, Admiral Sir Reginald

The Dover Patrol 1915-1917. In 2 v. 370; 346 p. pls. pors. maps (part fold.) diagrs. O [c. '19] N. Y., Doran \$10 n.

Detailed account of the part the Dover Patrol played in the recent war. Index.

Batten, Loring Woart

A commentary on the first book of Samuel. 5+236 p. S (Bible for home and school) '19 c. N. Y., Macmillan \$1.40 n.

Bishop, Carlton Thomas

Structural drafting and the design of details. 13+352 p. figs. Q N. Y., Wiley \$5 n.

Bishop, Ernest S., M.D.

The narcotic drug problem. 165 p. D c. N. Y., Macmillan \$1.50 n.

States just what the narcotic drug problem is and explains how it may be controlled. Index.

Bosanquet, Bernard

Croce's Aesthetic. 28 p. O (British Academy pubs.) N. Y., Oxford Univ. pap. 90 c.

Bowen, Marjorie [pseud. for Mrs. Gabrielle Margaret Campbell Costanzo]

The burning glass. 306 p. D N. Y., Dutton \$2 n.

Historical romance picturing Parisian life of the eighteenth century and woven about Julie de Lespinassa, the celebrated French wit and writer.

Bridgman, Helen Bartlett [Mrs. Herbert Lawrence Bridgman]

Within my horizon. 262 p. pors. O [c. '20] Bost., Small, Maynard \$2.50 n.

Autobiographical record giving glimpses of various lands, sketches of prominent writers, explorers, etc.

Buck, Glen

Quirks and quadrates. 62 p. S [c. '19] Chic., Buck & Hammesfahr, 30 N. Michigan Ave bds. \$1

Collection of maxims dealing with the art and psychology of advertising.

Bugbee, Lucius H.

Flutes of silence; meditations on the inwardness of life; interspersed with verses by Emily Bugbee Johnson. 173 p. D [c. '20] N. Y. and Cin., Meth. Bk. Concern \$1 n.

Bywater, Ingram

Four centuries of Greek learning in England; inaugural lecture delivered before the University of Oxford on March 8, 1894. 20 p. O N. Y., Oxford Univ. pap. 70 c.

Abbot, Charles Greeley and Moore, A. F.

Observations of the total solar eclipse of May 29, 1919. 12 p. pl. charts O (Miscellaneous collections, v. 71, no. 5) Wash., D. C., Smithsonian Inst. pap. 15 c.

Ackerman, A. J.

Two leafhoppers injurious to apple nursery stock. 35 p. il. O (U. S. Dept. of Agric. bull.) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

Adams, Minnie Wood Rose

Health habits in rhyme for little folks. 16 p. il. O '19 Champaign, Ill., Mrs. J. A. Bates, 311 Kirby Ave., bds. 15 c.

American Association for International Conciliation

Agreements between the United States and France and between England and France, June 28, 1919. Anglo-Persian Agreement, August 9, 1919. 27 p. D (International conciliation) '19 N. Y., Am. Assn. for Internat. Conciliation pap.

Bushnell, David I., Jr.

Native villages and village sites east of the Mississippi. 111 p. (3 p. bibl.) il. pls. col. map O (Smithsonian Inst. Bu. of American ethnology bull. 69) '19 Wash., D. C., Gov. Pr. Off. 55 c.

Carlton, Frank Tracy

Elementary economics; an introduction to the study of economics and sociology. 8+212 p. D c. N. Y., Macmillan \$1.10 n.

Cartwright, Mrs. Harriet Garton, comp. and ed.

Song treasury. 5+212 p. music O c. N. Y., Macmillan \$1.60 n.

Collection of songs intended for school assembly or community chorus.

Chamberlain, George Agnew

Taxi; an adventure romance; il. by Lejaren A. Hiller. 222 p. pls. D [c. '20] Indianapolis, Bobbs-Merrill \$1.60 n.

Comedy-romance of New York City in which the hero swaps places with a taxicab driver and starts on a career of adventure.

Chase, Joseph Smeaton

The penance of Magdalena; and other tales of the California Missions. no paging il. D [20 c. '15] Bost., Houghton Mifflin bds. \$1 n.

Five tales from author's "California Padres and Their Missions."

Dasent, Sir George Webbe, tr.

Mother Roundabout's daughter. 50 p. T (Oxford story readers for Serbians, first ser.) N. Y., Oxford Univ. 45 c.

De Koven, Anna Farwell [Mrs. Reginald De Koven]

A cloud of witnesses; with an introd. by James H. Hyslop. 14+273 p. O [c. '20] N. Y., Dutton \$2.50 n.

Account of author's communications with the spirit world.

Dennis, Clarence James

The songs of a sentimental bloke; il. by H. Gye. 136 p. D N. Y., Oxford Univ. \$2.50 n.

Dreiser, Theodore

Hey rub-a-dub-dub; a book of the mystery and wonder and terror of life. 312 p. D c. N. Y., Boni & Liveright \$2 n.

Selections expressing author's theories about life. *Partial contents:* Hey rub-a-dub-dub; Some aspects of our national character; Personality; Secrecy—its value; Marriage and divorce.

Du Bois, William Edward Burghardt

Darkwater; voices from within the veil. 8+276 p. D c. N. Y., Harcourt, B. & H. \$2 n.

Deals with the place of the negro in the modern world. Companion volume to author's "The Souls of Black Folk."

Duguit, Leon

Law in the modern state; tr. by Frida and

Harold Laski. 44+247 p. O '19 c. N. Y., Huebsch \$2.50

Discussion of the mechanism by which the state may be made effectively responsible to its citizens. Author is professor of law, University of Bordeaux.

Edie, Lionel D., ed.

Current social and industrial forces; introd. by James Harvey Robinson. 15+393 p. O [c. '20] N. Y., Boni & Liveright \$2.50 n.

Articles dealing with the fundamental features of the social and economic order by such men as Norman Angell, John Dewey, H. J. Laski, Bertrand Russell, and Thorstein Veblen. Index.

Eggleston, Margaret W.

The use of the story in religious education. 181 p. (7 p. bibl.) D [c. '20] N. Y., Doran \$1.50 n.

Practical suggestions concerning the art of story telling and the selection of the appropriate story. Author is instructor in story telling, School of Religious Education and Social Service, Boston University.

Farrell, John Rupert

A change of opinion. 243 p. D [c. '20] Bost., Badger \$1.50 n.

Story of small town life in which a woman tries to wreck the happiness of a young minister and his wife.

Filippi, Lt.-Col. Filippo de

The relations of the house of Savoy with the Court of England. 22 p. pls. O (British Academy pubs.) N. Y., Oxford Univ. pap. 90 c.

Fitch, Albert Parker

Can the church survive in the changing order? 79 p. S c. N. Y., Macmillan bds. \$1 n.

Author is professor of the history of religion, Amherst College.

Forbes, Nevill

Elementary Russian grammar; with exercises and indexes. 183 p. S N. Y., Oxford Univ. \$1.35

Forster, E. M.

Where angels fear to tread. 283 p. D c. N. Y., A. A. Knopf \$2 n.

Story in which an upper class English woman falls in love and marries an Italian peasant.

Gilbreth, Frank Bunker, and Gilbreth, Lillian Evelyn Moller [Mrs. Frank Bunker Gilbreth]

Fatigue study; the elimination of humanity's greatest unnecessary waste, a first step in motion study. 2d ed., rev. 12+175 p. D c. '16-'19 N. Y., Macmillan \$1.50 n.

Cannon, Joseph Gurney

The national budget 29 p. Q. '19 Wash., D. C., Gov. Pr. Off.

Edwards, Harry Stillwell

Eneas Africanus. 6th. ed. 39 p. S '19 c. Macon, Ga., J. W. Burke Co. pap. 25 c.

Franklin, James Henry

In the track of the storm; a report of a visit to France and Belgium, with observations regarding the needs and possibilities of religious reconstruction in the regions devastated by the world war. 140 p. il. D '19 Phil., Am. Bapt. pap. 35 c.

Gerry, C. N.

Gold, silver, copper, lead and zinc in Idaho and Washington in 1918; mines report. 5+461-511 p. tabs. O (U. S. Geol. Survey. Mineral resources of the U. S. pt. 1, no. 18) Wash., D. C., Gov. Pr. Off. pap.

Gold, silver, copper, lead and zinc in Montana in 1918; mines report, 5+265-302 p. tabs. O (U. S. Geol. Survey. Mineral resources of the U. S.—pt. 1, no. 13) Wash., D. C., Gov. Pr. Off. pap.

Hanifan, L. J.

The community center. 9+214 p. (4 p. bibl.) D (Teacher training ser.) [c. '20] Bost., Silver, Burdett & Co. [221 Columbus Ave.] \$1.52

Presentation of some of the more important rural life problems offering suggestions as to how the teacher, thru the school as a community center, may aid in the solution of these questions Index.

Hawthorne, Nathaniel

The scarlet letter; ed. with introd. and notes, by Claire Soule Seay. 24+322 p. front. T (Macmillan's pocket American and English classics) c. N. Y., Macmillan 40 c. n.

Hinkson, Katharine Tynan [Mrs. Henry Albert Hinkson]

The love of brothers [a novel]. 272 p. O c. N. Y., Benziger \$1.75 n.

Hobbs, William Herbert

Leonard Wood, administrator, soldier, and citizen; with an introd. by Henry A. Wise Wood. 272 p. pls. pors. O c. N. Y., Putnam \$2 n.

Character portrait and account of the public career of Major-General Leonard Wood.

Hoernlé, Reinhold Friedrich Alfred

Studies in contemporary metaphysics. 8+314 p. O c. N. Y., Harcourt, B. & H. \$3 n.

Philosophical essays dealing with the reality of the world of sense, mechanism and vitalism, theories of mind, self in self-consciousness; etc. Index. Author is assistant professor of philosophy Harvard University.

Howes, Paul Griswold

Insect behavior; with il. from photographs by the author. 176 p. pls. Q (Studies in science) Bost., Badger \$6 n.

Non-technical and fully illustrated account of many phases of insect behavior. The section dealing with South American insects has appeared in "Tropical Wild Life in British Guiana." Index.

Huse, Raymond Howard

Theology of a modern Methodist. 125 p. S [c. '20] N. Y. and Cin., Meth. Bk. Concern 75 c. n.

Explanation of such theological terms as the Trinity, the Atonement, the Holy Spirit, etc.

Grover, Nathan Clifford

Surface water supply of the United States, 1916. pt. 12, North Pacific slope drainage basins. c. Lower Columbia River basin and Pacific slope drainage basins in Oregon. 190+51 p. D. tabs. O (U. S. Geol. Survey water-supply pap. 444) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 15 c.

Hackett, Francis

The Irish Republic; being the preface to the Irish Republic edition of Ireland. 29 p. (3 p. bibl.) D [c. '20] N. Y., Huebsch. pap. 25 c.

Hancock, Eugene Thomas

Geology and oil and gas prospects of the Huntley Field, Montana. 105+148 p. pls. fold. map fold. chart tabs. O (U. S. Geol. Survey bull. 711-G.) Wash., D. C., Gov. Pr. Off. pap.

Hartzell, Milton Bixler

Diseases of the skin; their pathology and treatment; 51 col. pls. and 247 cuts in the text. 2d ed., rev. and enl. 11+807 p. O '19 c. Phil., Lippincott \$7.

Ivey, Paul Wesley

Elements of retail salesmanship. 8+247 p. (3½ p. bibl.) O c. N. Y., Macmillan \$2.25 n.

Analysis of the elements of successful salesmanship. Index. Author is associate professor of economics and commerce, University of Nebraska.

Jennings, Herbert Spencer

Life and death, heredity and evolution in unicellular organisms. 233 p. il. D (Studies in science) [c. '20] Bost., Badger \$2.50 n.

Study of what the simplest organisms have to teach us on youth and age, death and rejuvenescence, heredity and evolution. Index.

Joachim, Harold Henry

Immediate experience and meditation; an inaugural lecture delivered before the University of Oxford, November 20, 1919. 22 p. O N. Y., Oxford Univ. pap. 70 c.

Kent, Rockwell

Wilderness; a journal of quiet adventure in Alaska; with drawings by the author, and an introd. by Dorothy Canfield. 17+217 p. il. pls. facsm. Q c. N. Y., Putnam \$5 n.

Journal, fully illustrated with the author's drawings, of experiences of author and his nine-year-old son who wintered on a lonely Alaskan Island.

Kitson, Charles Herbert

Elementary harmony. pt. I. 106 p. D N. Y., Oxford Univ. \$1.60

Kobrin, Leon

A Lithuanian village; auth. tr. from the Yiddish by Isaac Goldberg. 10+193 p. D [c. '20] N. Y., Brentano's \$1.75 n.

Intimate sketches depicting Lithuanian village life in a variety of aspects.

Laidler, Harry Wellington

Socialism in thought and action. 18+546 p. (5 p. bibl.) D c. N. Y., Macmillan \$2.50 n.

Specially planned for college courses in socialism. Index. Author is secretary, Intercollegiate Socialist Society.

La Motte, Ellen N.

The opium monopoly. 17+84 p. pls. D c. N. Y., Macmillan \$1 n.

Exposition of this evil maintained under British administration in the Far East.

Library Employees' Union of Greater New York, Local no. 15590

Industrial democracy 1848-1919; a study

Helkes, Victor Conrad

Gold, silver, copper, lead and zinc in Utah in 1918; mines report. 369-403 p. tabs. O (U. S. Geol. Survey. Mineral resources of the U. S. pt. 1, no. 16) Wash., D. C., Gov. Pr. Off. pap.

Henderson, Charles W.

Gold, silver, copper, lead, and zinc in Colorado in 1917; mines report. 797-853 p. tabs. O (U. S. Geol. Survey. Mineral resources of the U. S. 1917-pt. 1, no. 26) Wash., D. C., Gov. Pr. Off. pap.

Irwin, Will

Conquering an old enemy. 13 p. O [[c. '20] N. Y., American Social Hygiene Assn. pap. 10 c.

Lansing, Robert

The power of democracy; address before the regents of the University of the state of New York at their convocation at Albany on October 17, 1919. 13 p. O '19 Wash., D. C., Gov. Pr. Off.

help. 34 p. D (Pamphlet no. 1) '19 N. Y., Library Employees' Union, No. 15590, 463 Central Park West pap. 20 c.
Annotated bibliography.

Lippmann, Walter

Liberty and the news. 7+104 p. D c. '19-'20 N. Y., Harcourt, B. & H. bds. \$1 n.

Three essays. *Contents:* Journalism and the higher law; What modern liberty means; Liberty and the news.

Lodge, Sir Oliver

Man and the universe. [New ed.] 6+294 p. O [c. '08-'20] N. Y., Doran \$3 n.

Appeared originally under the title "Science and Immortality."

Reason and belief. [New ed.] 166 p. O [c. '10] N. Y., Doran \$2 n.

Lorentz, Hendrik Antoon

The Einstein theory of relativity; a concise statement. 64 p. D [c. '20] N. Y., Brentano's bds. \$1

Explanation of the Einstein theory.

Lowenberg, Mrs. I.

The voices. 272 p. D c. San Francisco, H. Wagner Pub. \$1.50 n.

Story of a girl born with a mission who becomes a powerful leader in industrial and political affairs.

Lucas, Sir Charles Prestwood

The gold coast and the war. 56 p. D N. Y., Oxford Univ. pap. 90 c.

MacNamara, Brinsley

The clanking of chains; a story of Sinn Fein. 8+262 p. D [c. '19] N. Y., Brentano's \$1.90 n.

Novel presenting an interpretation of Sinn Fein and its reaction on the Irish nation.

Mains, George Preston

Premillennialism; non-scriptural, non-historic, non-scientific, non-philosophical. 160 p. S [c. '20] N. Y., and Cin., Abingdon Press \$1 n.

Critique of premillennial claims.

Maloubier, Eugène F., and Moore, Justin Hartley

A French dramatic reader; selections from French prose comedies. 7+170 p. D c. N. Y., Macmillan \$1 n.

Mapu, Abraham

The sorrows of Noma; tr. by Joseph Marymont from the Hebrew historical romance, Ahavath Zion. 329 p. por. D [c. '20] N. Y., National Bk. Publishers, 200 Fifth Ave. \$1.50 n.

Romance of the ancient kingdom of Judah.

Maratha Saints

Psalms of Maratha Saints; 108 hymns tr. from the Marathi by Nicol Macnicol. 95 p. pl. D (Heritage of India ser.) N. Y., Oxford Univ. 90 c.

Mason, William Lesley

How to become an office stenographer; a handy book intended for the untrained short-hand student who is ambitious to secure a good position without previous experience; adapted for use as a text-book in business schools and high school commercial departments. 15+191 p. il. forms. O ("Just how" ser.) '19 N. Y., Pitman \$1.50

Nathan, George Jean, and Mencken, Henry Louis

The American credo; a contribution toward the interpretation of the national mind. 191 p. D c. N. Y., A. A. Knopf \$2 n.

Satirizes the processes and results of mob-thinking.

Newman, Horatio Hackett

Vertebrate zoölogy. 13+432 p. (3 p. bibl.) il. O c. N. Y., Macmillan \$3 n.

Intended as an advanced text-book in college classes. Index. Author is professor of zoology and embryology, University of Chicago.

Pace, Charles Nelson

Hear ye him. 159 p. S [c. '20] N. Y. and Cin., Meth. Bk. Concern \$1 n.

Devotional study of some phases of the life and teachings of Jesus.

Paterson, A. B.

Saltbush Bill, J. P., and other verses. 137 p. col. front. T N. Y., Oxford Univ. \$2 n.

Paton, Stewart, M.D.

Education in war and peace. 9+105 p. D c. N. Y., Hoeber bds. \$1.50 n.

Emphasizes the necessity of training investigators who shall be competent to solve the problem presented today by the nervously unfit. Author is lecturer in neurology, Princeton University.

Phillpotts, Eden

Miser's money. 395 p. D c. N. Y., Macmillan \$2 n.

Story of a pessimist and woman hater who tries to have his mantle fall upon a young man who is in love. Love finally conquers moneyed selfishness, however.

Poole, Reginald Lane

Seals and documents. 22 p. pl. O (British Academy pubs.) N. Y., Oxford Univ. \$1.15

Poulson, Martin Wilford

Conditions and needs of secondary school libraries in Utah. 46 p. (6 p. bibl.) O (Bulletin, v. 10, no. 4) '19 Salt Lake City, Utah, Univ. of Utah, pap.

Randle, Mrs. Annie Edith Keeling

Voice on the wire; prologue. 35 p. il. S '19 Waco, Texas, Mrs. Annie K. Randall, 914 N. 8th St. pap. 25 c.

Reed, James A.

Herbert C. Hoover and the league of nations. 16 p. O Wash., D. C., Gov. Pr. Off. pap.

MacMillan, Howard Gove

Fusarium-blight of potatoes under irrigation. 279-304 p. pls. Q '19 Wash., D. C., Gov. Pr. Off.

Merrill, William Augustus

Notes on the *Silvae* of Statius, bk. 4. 117-134 p. O (Pubs. in classical philosophy, v. 5, no. 7) Berkeley, Cal., Univ. of Cal. pap. 20 c.

Peebles, Isaac Lockhart

Sanctification, its occurrence in the English and Greek Bibles, its meaning, uses and how it is obtained. 22 p. por. D '19 Meridian, Miss., T. Farmer pap. 10 c.

Russell Sage Foundation Library

The southern highlands [bibliography]. 3 p. O N. Y., Russell Sage Foundation Library pap. 10 c.

St. John, Larry

Practical fly fishing. 175 p. il. pls. D (Outing handbooks) c. N. Y., Macmillan \$1.25 n.

Companion volume to author's "Practical Bait Casting."

Sangster, Mrs. Margaret Elizabeth Munson

Cross roads [verse]. 159 p. D [c. '19] N. Y., Christian Herald Pub., Bible Ho. hf. bds. \$1.25

Schmidt, Rev. George Thomas

The Catholic American. 148 p. D c. N. Y., Benziger \$1.25 n.

Practical talks for Catholics.

Serao, Matilde

Souls divided; tr. from the Italian by William Collinge. 298 p. D N. Y., Brentano's \$1.75 n.

Romance centering about an Italian girl of noble birth.

Seymour, W. Kean, ed.

A miscellany of British poetry, 1919; with decorations by Doris Palmer. 14+145 p. D N. Y., Harcourt, B. & H. bds. \$1.60 n.

Anthology of contemporary British poetry.

Sitwell, Osbert

Argonaut and Juggernaut [verse]. 11+124 p. D c. N. Y., A. A. Knopf bds. \$1.50

Swan, Norma Lippincott

Word study for high schools. 11+142 p. D c. N. Y., Macmillan 72 c. n.

Sweet, Louis Matthews

The verification of Christianity; introductory studies in Christian apologetics. 323 p. (9½ p. bibl.) O [c. '20] Bost., Badger \$2 n.

Modern defence of historic Christianity. Index. Author is professor, Bible Teachers' Training School, New York.

Tomlinson, H. M.

Old junk; foreword by S. K. Ratcliffe. 208 p. O c. N. Y., A. A. Knopf \$2

Travel sketches of the Mediterranean and the African coast.

Tridon, André

Psychoanalysis, its history, theory and practice. 272 p. D '19 c. N. Y., Huebsch \$2

Sums up the views of great American and foreign analysts.

Van Vorst, Marie

Fairfax and his pride; a novel. 352 p. D [c. '20] Bost., Small, Maynard \$1.75 n.

Story about an ambitious and idealistic artist who comes to New York in the early eighties.

Walden, Walter

The hidden islands. 301 p. map D [c. '20] Bost., Small, Maynard \$1.50 n.

Adventure story for boys.

Wallace, Edgar

Green rust. 299 p. D [c. '20] Bost., Small, Maynard \$1.60 n.

Mystery story in which the heroine finds herself the center of a far reaching conspiracy intended to wreck the world.

Walsh, C. B., and Auerbach Matilda

Plane Geometry. pt. 1, Abridged and applied; pt. 2, College preparatory. 383 p. il. D c. Phil., Lippincott \$1.32 n.

Ward, Archibald Robinson, and Gallagher, Bernard A.

Diseases of domesticated birds; with introd. by Veranus Alva Moore. 12+333 p. (bibls.) il. O c. N. Y., Macmillan \$4 n.

Study of diseases of poultry, cage-birds etc., with measures for the prevention and treatment of these diseases. Index.

Watson, E. L. Grant

Deliverance. 322 p. D [c. '20] N. Y., A. A. Knopf \$2

Story of spiritual emancipation having its setting in modern England.

Weyl, Maurice

The happy woman. 325 p. D c. N. Y., M. Kennerley \$1.75

Novel by author of "The Choice."

Wilson, Edwin Bidwell

Aeronautics; a class text. 7+265 p. figs. O N. Y., Wiley \$4 n.

Woodworth, Herbert G.

In the shadow of Lantern Street. 312 p. D [c. '20] Bost., Small, Maynard \$1.75 n.

Novel of the Orient and America in which the Chinese point of view brings complications to a dramatic romance.

Wright, Henry Parks

The young man and teaching. 14+211 p. D (Vocational ser.) c. N. Y., Macmillan \$1.50 n.

Advice to young men who contemplate going into the teaching profession. Index.

Yealland, Lewis Ralph

Hysterical disorders of warfare; with preface by E. Farquhar Buzzard. 12+252 p. O '18 N. Y., Macmillan \$2.75 n.

Index. Author is resident medical officer, National Hospital for the Paralyzed and Epileptic, London.

Royal Society of Medicine

Influenza; a discussion by Sir Arthur Newsholme and others. 102 p. il. O [n. d.] N. Y., Longmans. pap. \$1.35 n

Smithsonian Institute

Annual report of the Board of regents of the Smithsonian Institution, showing the operations, expenditures and condition of the institution for the year ending June 30, 1917. 12+674 p. il. por. pls. (part col) (part fold) maps (part fold) tabs. O '19 Wash., D. C., Gov. Pr. Off.

U. S. Working Conditions Service

Treatment of industrial problems by constructive methods. 15 p. O '19 Wash., D. C., Gov. Pr. Off. pap.

Wells, Hulet M.

Wilson and the issues of today; a socialist revision of George Creel's famous book. 125 p. O [n. d.] Seattle, Wash., Raymer's Old-Bk. Store, 1330 First Ave. pap. 50 c.

Willaman, J. J., and others

Sorghum and sorghum sirup manufacture. 55 p. il. tabs. O (Agric. Exper. Station bull. 187) '19

Index to Spring Announcement

In this list publishers' announcements are indexed by author, title and series. Titles recorded in the PUBLISHERS' WEEKLY before February first have been generally excluded. Titles beginning with an unimportant word are usually inverted, so that a book on a given subject will be listed under its subject if possible. Fuller information of the books announced will be found in the publishers' advertising pages, index to which is given on page 891.

- A. B. C. of foreign trade, The. Henius, F. \$2.50 n. Bobbs-M.
- A. B. C. Telegraphic code, The. sixth ed. 8° Macmillan
- Abbott, Jane D. Happy house. front. \$1.50 n. Lippincott
- Abbott, Keene. Wine o' the winds. il. \$1.75 n. Doubleday, P.
- Abdullah, Achmed. The man on 'horseback. \$1.75 n. McCann
- Abdullah, Achmed. The mating of the blades. \$1.75 n. McCann
- Abu Mansur abd-al-Kahir. Moslem schisms and sects, pt. 1. il. 8° \$2.50 n. Columbia Univ.
- Accounting, Cost. Harris, G. L. Ronald
- Acids and alkalis. Adlam, G. Pitman
- Acosta, Mercedes de. Moods. \$1.25 n. Moffat, Y.
- Activism. Eno, H. L. \$1.60 Princeton Univ.
- A. D. 1919. Hooker, B. \$2.50 n. Yale Univ.
- Adams, Edwin W. Community civics. il. \$1.24 Scribner
- Adams, Franklin P. Something else again. \$1.50 n. Doubleday, P.
- Adams, H. Pearl. Paris sees it through. il. 8° \$4 n. Doran
- Adams, Samuel Hopkins. The unspeakable perk. (Copyright fiction) 85 c. Burt
- Adams, Samuel Hopkins. Wanted: a husband. il. 12° \$1.75 n. Houghton M.
- Adcock, A. St. John. For remembrance: Soldier-poets who have fallen in the war. 8° \$5 n. (?) Doran
- Addison, Thomas. Come-on Charley. front. \$1.75 n. Bobbs-M.
- Addresses, Apt illustrations for public. Webber, A. B. \$1.50 n. Doran
- Ade, George. Hand-made fables. Il. by John T. McCutcheon. \$1.60 n. Doubleday, P.
- Adkins, Grace Reese. The sex life of girls and young women. 12° \$1.35 n. Standard
- Adlam, G. H. J. Acids and alkalis. (Common commodities and industry ser.) Pitman
- Administration of village and consolidated schools, The. Finney, R. L. Macmillan
- Adolescence, Education during. Mackie, R. A. \$2 n. Dutton
- Adolescent girl, The. Blanchard, P. \$2 n. Moffat, Y.
- Adolphe. Constant, B. \$2.60 n. Longmans
- Advancing hour, The. Hapgood, N. \$1.60 n. Boni & L.
- Adventures in interviewing. Marcossou, I. F. \$4 n. Lane
- Advertise a church, How to. Elliott, E. E. \$1.50 n. Doran
- Advertisements, Making,—and making them pay. Durstine, R. S. \$2 n. (?) Scribner
- Advertising, Building newspaper. Rogers, J. \$10 n. (?) Harper
- A. E. F., A history of the, Thomas S. \$4 n. (?) Doran
- A. E. F.—who they were, what they did, how they did it, The. Skillman, W. R. \$2 n. Jacobs
- Aegyptesche grammatik, Roeder's translation. Yale Univ.
- Aerial law, Textbook of. Woodhouse, H. \$8 n. Stokes
- Aero engines, Textbook of. Sherbondy, E. H. \$10 n. Stokes
- Aeronautics; a class text. Wilson, E. B. \$4 n. Wiley
- Aeronautics, Handbook of modern. Judge, A. W. \$7.50 n. Appleton
- Aesthetic, Croce's. Bosanquet, B. 90 c. Oxford Univ.
- Affinities. Rinehart, M. Doran
- Africa and the Pacific, The British campaigns in. Dane, E. \$3 n.
- Africa, The ruined cities of Northern. Sturzenbecker, R. \$4.50 n. Dodd, M.
- After death communications. Bazett, L. M. 12° Holt
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- Air service boys ser. See Beach.
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- Aluminium. Mortimer, Capt. G. Pitman
- Alumni directory, 1919. \$3. Univ. of Chic.
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- America and the peace of Europe. Morel, E. D. \$1.25 n. (?) Huebsch
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- America, England to. Montague, M. P. \$1 n. Doubleday, P.
- America I saw in 1916-1919, The. Soulsby, L. H. M. \$2 n. (?) Longmans
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- America worth saving, Is? Butler, N. M. \$2 n. Scribner
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Working man, My neighbor the. Day, J. R. Abingdon
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World remaking, A. Barron, C. W. \$2.25 n. (?) Harper
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Wyndham's pal. Bindloss, H. \$1.75 n. Stokes
"Y" girl in France, A. Shortall, M. C. \$1.50 n. Badger
"Y, That damn." Mayo, K. \$3.50 n. Houghton M.
Yale historical pubs. See Morgan, William Thomas.
Yale oriental ser.: Babylonian texts. See Babylonian.
Yale oriental ser. researches. See Oriental.
Yale ser. of younger poets. Lewis, C., ed. Yale Univ.
Contents: Farrar, J. C. Forgotten shrines. 75 c. n.—Hamilton, D. O. Four gardens. \$1 n.—Bellinger, A. R. France and my friends. \$1 n.
Yale Shakespeare, The. lib. ed. 12° ea. \$1.50 n.; college text book ed. 16° ea. 90 c. n. Yale Univ.
New volumes: As You Like It.—Timon of Athens.
Yale studies in English. See Wedel, Theodore Otto.
Yankee in the British zone, The. MacVeagh, Capt. E. C., and Brown, Lieut. L. D. \$2.50 n. Putnam
Yankee ingenuity in the war. Stockbridge, F. P. \$2.25 n. (?) Harper
Year as a government agent, A. Whitehouse, V. B. \$2.75 n. (?) Harper
Year book, The American. Wickware, F. G., ed. \$5 n. Appleton
Years for Rachel, The. Ruck, B. 85 c. Burt
Year's story sermons to children, A. Chidley, H. J. \$1.25 n. Doran
Years, The. Guilliermond, A. Wiley
Yellow soap. Taylor, K. H. \$1.75 n. Doubleday, P.
Yerkes, Robert M., ed. The war and science. 8° \$2.50 n. (?) Century
Yerkes, Robert M. See also Yoakum, Clarence, S.
Yersin, Marie and Jean. How to speak French like the French. 8° \$2 n. Lippincott

- Yoakum, Clarence S., and Yerkes, Robert M.**
 Army mental tests. il. 12° \$1.50 n. Holt
You. Allen, I. R. \$3 n. Cosmopolitan Bk.
You and your broker. Smitley, R. L. \$3 Magazine of Wall St.
You can, but will you? Swett, O. Crowell
Young, Clarence. Ned, Bob and Jerry ser. ea. \$1. Cupples & L.
 New volume: Ned, Bob and Jerry bound for home.
Young, George. The new Germany. \$2.25 n. (?) Harcourt, B. & H.
Young, Francis Brett. The young physician. Dutton
Young American story books. Fryer, J. E. ea. \$1 n. Winston
Young Diana, The. Corelli, M. 85 c. n. Grosset & D.
Young man and teaching, The. Wright, H. P. \$1.50 n. Macmillan
Young man and the law, The. Baldwin, S. E. \$1.50 n. Macmillan
Young people's history of the Pilgrims. Griffiths, W. E. \$2 n. Houghton, M.
Young physician, The. Young, F. B. Dutton
Young reporter ser. See Garis, Howard R.
Your national parks. Mills, E. A. \$3 n. Houghton, M.
Youth. Conrad, J. 85 c. n. Grosset & D.
Youth and egolatry. Baroja, P. \$1.75 n. Knopf
Zangwill, Israel. The world and the Jew. 12° Macmillan
Zilboorg, Gregory. The passing of the old order in Europe. 8° \$2.50 n. Scott & S.
Zimmerman, L. M. Echoes from the distant battlefield. 8° \$1 n. Badger
Zoffany (John), R. A., The life and work of. Manners, Lady Victoria. \$40 n. Lane
Zwemer, S. M. The influence of animism on Islam. il. 12° Macmillan
Zoology, Vertebrate. Newman, H. H. Macmillan

RARE BOOKS, AUTOGRAPHS AND PRINTS

Auction Calendar

Thursday, March 18 at 11 a. m.

Rare Americana, Broad-sides, pamphlets and books (No. 100. 185 items) Heartman's, 129 E. 24th St., New York.

Monday, Tuesday afternoon and evening and Wednesday afternoon, March 15 16 and 17 at 2.30 and 8.15.

(No. 1480. 1000 items) The Library of the late H. Buxton Forman [part 1] The Anderson Galleries New York.

Catalogs Received

American Indians and Other Americana. (No. 354) Joseph McDonough Co., 58 South Pearl St., Albany, N. Y.

India and Ceylon (No. 397) Francis Edwards, 83 High Street, Marylebone, London, W. I.

Miscellaneous, Books About Books, etc. (No. 2) Smith Book Co. Suite 914, Union Central Building, Cincinnati, Ohio.

United States: histories of its States, Counties and Cities. (No. 155) The Arthur H. Clarke Co., Cleveland, U. S. A.

Valuable books from libraries and private sources (No. 37) Reginald Atkinson (late of Forest Hill, S. E., 188 Peckham Rye, London, S. E.

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The original check to the order of President Roosevelt on the Central bank for Norway, in payment of the Nobel Peace Prize, dated Christiania, December 11, 1906, endorsed "Pay to the order of Chief Justice Melville W. Fuller, Theodore Roosevelt," was recently sold at the Anderson Galleries for \$252.50.

The importation of books and periodicals into Australia for the fiscal year 1917-1918, recently tabulated, amounts to £545,725. By far the larger part of this total was imported into South Wales and Victoria. All of the important English rare book dealers are now sending their catalogs to these distant British possessions, and the growth of book collecting is said to be remarkable. It was not long ago that we had similar reports from Africa. The Canadian market has been known to be a good one for a decade or more. These distant and scattered parts of the English speaking peoples will soon be factors to be considered in the steadily growing demand for rare books.

An exceedingly interesting sale of early English literature, association books, manuscripts, and Shakespeareana was held at the Walpole Galleries on March 5. Among some of the more interesting items were the following: Boswell's "Life of Johnson," the original proof sheets with Boswell's annotations and corrections, quarto, 1791, \$2200; Boswell's "Life of Johnson," 2 vols., quarto, original boards, uncut, London, 1791, first edition, 1791, \$212.50; Boswell's "Journal of a Tour to the Hebrides," 8vo, London, 1785, first edition, Edward Malone's copy with corrections and revisions, from the Hoe Library, \$430; Chaucer's "Works," folio, London, 1532, first collected edition, \$145; Cowley's "The Guardian," small quarto, London, 1650, \$105; Dryden's "Absalom and Achitophel," folio, London, 1681-82, first edition of each part, \$115; A' Kempis's "De Imitatione Christi," Leyden, 1653, first Elzevir edition, \$110; Hakluyt's "Principal Navigations," 3 vols. in 2, folio, London, 1599-1600, \$140; Lithgow's "Scotland's Welcome to her Native Sonne and Sovereign Lord King Charles," small quarto, Edinburgh, 1633, first edition, \$145; Milton's "Paradise Lost," Little Britain, 1669, first edition with the sixth title-page, \$150; Molière's "L'Amour Médecin," 16mo, Aydes, 1666, first issue of first edition, \$230; William Penn's "No Cross, No Crown," manuscript of 54 leaves, written on both sides of the leaf, \$268; Shakespeare's "Comedies, Histories and Tragedies," London, 1664, Third Folio, \$1500; Shirley's "The Cardinal," small quarto, London, 1652, first edition, \$122.50; Washington's Genealogy manuscript records of the sixteenth and seventeenth centuries containing genealogies of principal families of the county of Northampton with drawings of their arms, including the direct ancestors of General Washington, a folio vol-

RARE BOOKS, AUTOGRAPHS AND PRINTS

ume of 104 pages, inscribed as a gift of John Philpot, 1634, to William Ryley, of Lancaster, \$110.

The Buxton-Forman sale which takes place on March 15, 16 and 17 at the Anderson Galleries and the Wallace sale, which will be held a week later at the American Art Galleries, by no means ends the big sales of this season. On April 14, the library of Col. Jacob Rupert, of this city, will be sold at the American Art Galleries. It comprises an extensive collection of library sets of the writings of American, English and French authors, consisting of several thousand volumes mainly bound in crushed levant. On April 27, 28, 29 and 30, and May 1 the library of the late Edwin B. Holden, one time president of the Grolier Club, will be sold at the same galleries. This large collection comprises Early English and later literature, mainly first editions; French illustrated books, American authors, books in fine bindings by famous masters and choice miscellaneous books. Immediately following, on May 3, 4 and 5, the Holden collection of etchings and mezzotints, many of American interest, will be sold. On May 10, 11, 12, 13 and 14 books inscribed by famous English, French and American authors, the property of Mrs. James Carleton Young, will also be sold at the American Art Galleries. The Anderson Galleries will be busy until late in the season and will have some interesting announcements to make shortly.

The library of William Loring Andrews, which is now being dispersed at the bookshop of James F. Drake, Inc., of this city, is attracting a great deal of attention. At this time the following check list of books written by Mr. Andrews describing many books of his own library, will be of interest: A Choice Collection of Books from the Aldine Presses in the Possession of ***, 8vo, 1885; Roger Payne and His Art, 12mo, 1892; Jean Grolier: Some Account of His Life and of His Famous Library, 8vo, 1892; The Bradford Map, 8vo, 1893; A Stray Leaf from the Correspondence of Washington Irving and Charles Dickens, 16mo, 1892; Among My Books, 8vo, 1892; Old Booksellers of New York, 8vo, 1895; Short Historical Sketch of the Art of Bookbinding, 16mo, 1895; Essay on the Portraiture of the American Revolutionary War, 8vo, 1896; New Amsterdam, New Orange, New York, 8vo, 1897; Prospect of the Colleges in Cambridge in New England, 8vo, 1897; Journey of the Iconophiles Around New York, 8vo, 1897; Fragments of American History, 12mo, 1898; A Trio of Eighteenth Century French Engravers, 8vo, 1899; Sextodecimos et Infra, 12mo, 1899; James Lyne's Survey, 8vo, 1900; Paul Revere and His Engraving, 8vo, 1900; Iconography of the Battery and Castle Garden, 8vo, 1900; Bibliopegy in the United States, 8vo, 1900; Views of Early New York, 8vo, 1904; New York as Washington knew it after the Revolution, 8vo, 1905; An English XIX. Cen-

tury Sportsman, Bibliopole and Binder of Angling Books, 8vo, 1906; The Continental Insurance Company of New York, 1853-1905, 8vo, 1906; Jacob Steendam: a Memoir of the First Poet in New Netherland, 12mo, 1908; The Heavenly Jerusalem, 8vo, 1908; Gossip About Book Collecting, 2 volumes, 8vo, 1910. To these should be added reprints and other items like Halleck's "Fanny," the "Eulogy of Crawford," Duer's "Reminiscences of an Old New Yorker," and the "Treatise on Fishing with an Angle," a quarto issued in 1903.

A remarkable collection of early editions of philosophical books has been put on exhibition in the Treasure Room of the Widener Library, consisting mainly of a very valuable gift of first editions, manuscripts, and autographed letters, which has recently been presented by Professor George Herbert Palmer.

In the collection are to be seen lecture notes by Fichte, in his own hand; a letter of Descartes, written in December, 1647, reporting his correspondence with Pascal and saying that he had suggested carrying a barometer to a great height in order to test the weight of the atmosphere, and several manuscripts of John Stuart Mill.

The Mill manuscripts include a review of Grote's "Aristotle" and portions of his Inaugural Address at St. Andrew's, of his speech on the Enlargement of the Franchise, and several unpublished notes. They illustrate his elaborate methods of work, showing corrections and changes in nearly every sentence and often differing widely from the final printed form.

Leibnitz's first book is on exhibition, with an autograph letter addressed to a friend, M. Schmidt, dated Hanover, April 7, 1702. He closes by saying: "This minute the King of Prussia has arrived and I must go to the lecture hall."

The manuscript of William James's "Will to Believe" is in the collection. The list of first editions on exhibition is very long. It includes Mill "On Liberty," Kant's "Kritik," Emerson's "Nature," part of Spencer's "First Principles," Bishop Berkeley's "New Theory of Vision," Hobbes's "Leviathan," and various works of Locke, Huss, Pascal, etc.

It is now about thirty years since the earliest collections of Japanese color prints began to be formed in the United States. The growing scarcity of the rarer prints has now reached the stage where few dealers have stocks of any magnitude, and it seems likely that henceforth prints of fine quality will seldom be obtainable except thru the breaking up of existing collections. F. M. H.

The Japanese have become keenly alive to the artistic value of these prints designed by the greater masters and are now eagerly collecting them. Prints of the first quality now command prices in Tokyo that would have been looked upon a few years ago as unbelievably high.

The Publishers' Weekly

62 West 45th Street, New York

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Quarter page	12.50
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Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged ten cents a line (exclusive of address); non-subscribers, fifteen cents a line, address included. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Under "HELP WANTED" or for other small undisplaced advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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THE WEEKLY BOOK EXCHANGE

Books Wanted and For Sale

BOOKS WANTED

"Adkins" care of Publishers' Weekly

American book auction catalogues, will buy in large quantities if issued before 1895, also later ones. Have some for exchange.

Frederick G. Allen, 78 Genesee St., Auburn, N. Y.

Complete set of Harvard Classics.

Complete set of Junior Classics.

Complete set of Journeys thru Bookland-Sylvester, Bellows-Reeves Co.

2 vol Buckram sub. edition, New Standard Dictionary pub. by Funk & Wagnalls, second-hand, good condition.

American Baptist Publication Society, Kansas City, Mo.

Encyclopedia Biblica, Cheyne and others, old original edition, 5 vols.

William H. Andre, 607 Kittredge Bldg., Denver, Col.

Miriam Edition, 28 vols. Little Journeys, or Memorial Edition, 14 vols, Little Journeys.

The Andrew Carnegie Free Library, Carnegie, Pa.

Walker, T. A., Severn Tunnel, pub. by Bentley, 1888.

Associated Students' Store, Berkeley, Cal.

Maclay, Journal of the First Congress or Private Journal of Maclay, Appleton (out of print)

Augustana Book Concern, Rock Island, Ill.

Deissman, Light from the Ancient East.

AN APPEAL

We would very much appreciate the return to us of any copies of the PUBLISHERS' WEEKLY for February 21st that our subscribers can spare. Will exchange for any special issues of the past year, copy for copy.

THE PUBLISHERS' WEEKLY.

Wm. Ballantyne & Sons, 1409 F St. Northwest, Washington, D. C.

Thomson, J. J. Corpuscular Theory of Matter.

Barnie's Bookery, 725 E. St., San Diego, Cal.

Adams, Chas. Francis, A Chapter of Eerie.

Adney, E. T., Klondike Stampede.

Bibelot, Greek Anthology, Theocritus.

Bains. Digit of the Moon.

Book of Knowledge.

Charles Constable de Bourbon.

Favre de Coulvain Heart of Life.

Fleming or other Tanning, Anything on Chinese Rabbits.

Gaze Science of Physical Immortality.

Gems of Poetry.

Ingalese Power of Mind, Eng. or Spanish.

Pinto, The Outside Fool.

Shaw on Bridge.

South, Mystery of the Raven Rocks.

Surtees Jerricks Jaunts. Illus. Leach & Soapy Sponges.

U. S. Spelling Book, about 1835.

James R. Barrie, 217 Broadway, New York

Any books pertaining to New Jersey.

N. J. Barlett & Co., 28 Cornhill, Boston, Mass.

Writings and Speeches of Grover Cleveland.

Stephen A. Douglass, by Johnston.

Shakespeare, Verplanck's ill. ed. 3 vols.

C. P. Bensinger Code Book Co., 13 Whitehall St., New York
Meyers 30th Edition Cotton Code.
A B C 5th A1 Telegraph Code.

C. B. Bensinger Code Book Co.—Continued

Liebers Stanadrd Code.

Pocket Edition Western Union, Universal.

Kellys, Thomas Directories.

Any American-Foreign Language Code.

The Book Exchange, Inc., Salt Lake City, Utah.

Utah and the Mormons, anything on.

The Book House, 17 North State, Chicago

Kabala Denndata, Mathers.

Brookside Poems, Garrison.

Damn, Mencken (Goodman ed.)

Nights in London, Burke (2.50 edition)

Boston Bird House and Bird Book Company, 162 Boylston St., Boston

Zoology of New York, De Kay.

Oology of New England, Capen.

Life Histories of N. A. Birds, Bendue.

Birds of New York, Eaton.

Birds of Jamaica, Gasse.

Evolution of Colors of N. A. Land Birds, Keeler.

Birds of Ohio, Dawson.

The Bird Book, Reed.

Report on Birds of Penn., Warren.

American Ornithologists Union, check list, 1910.

The Auk, vol. 1.

Copies of Bird-Lore, The Auk.

The Bitten and the Osprey.

Leroy S. Boyd, 15 17th St., N. E., Washington, D. C.

Anything relating to Knights of Pythias.

Brentano's, 5th Ave. & 27th St., New York City

Works of Maspero, 3 vols., Appleton.

Genealogy of the Pomeroy Family.

Blennerhassett, by Pidgen.

Suetonius, Lives of the Caesars.

R. L. Stevenson, First English Editions.

Books on Chinese Porcelains.

Luce's Seamanship, third edition, 1866.

Nell Gwyn, by Cunningham.

Peter Parley's Universal History.

Crolier Club History of New York.

Benson's Catalogue of Etchings vol. 1.

Jackson's Last of the Valois, 1st edition.

Guicciardini, History of Italian Wars.

Roddy Owen, A Memoir.

Mempes: Whistler as I Knew Him.

Hobson's Chinese Porcelain, 2 vols.

China, Douglass & Jenks.

Shapes in the Fire, Sheil.

Sunshine and Shadow of New York.

Little Comrade, Stevenson.

Old Fashioned Covers and Coverlets, Hall.

Footpower Loom Weaving, Worst.

Merchants from Cathay, Benet.

Golden Art of Travel, Murray.

Adventures Younger Son, Trelawney.

Log of Jack Tar.

Kolorotrones, Klept & Warrior.

Missing Friends.

No Breakfast Plan and Fasting Cure, Dewey.

The Daughter of Anderson Crow, Thompson.

Orphan, Mulford.

Journal of Eugenie de Guerin, Bergson.

New Spirit in Drama and Art, Carter.

Landscape and Figure Composition, Hartman.

Pictorial Composition, Poore.

American Painting, Isham.

American Language, Mencken.

Moran of the Lady Betty, Norris.

The Pit, Norris.

Malayan Monochromes, Clifford.

Studies in Brown Humanity, Clifford.

A Woman's Will, Brown.

New Spirit in Literature and Art, Carter.

Kano Jiu Jitsu Guide, Hancock.

Organization and History of CM. and St. Paul, Milwaukee, 1893, Carey.

History of P. R. R. 2 vols. 1899, Wilson.

Grim Tales Made Gay, Carryl.

Mother Goose for Grownups, Carryl.

BOOKS WANTED—Continued

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State Food Inv. Comm. on Market Prices and Costs 1912, Young.
 May Gaynor's Market Commission 1913, Little & Ives.
 Rep. of Market System for N. Y. C. Open Markets Est. in Manhattan 1915, Brown.
 Fire and Sword in the Soudan, Slater.
 A Day Dreamers Harvest, Byron.
 My Pilgrimage to the Wise Men of the East, Conu-cey.
 Ghost Stories of an Antiquary, James.
 More Short Stories of an Antiquary, James.
 Kings Cutters and Smugglers, Chatterton.
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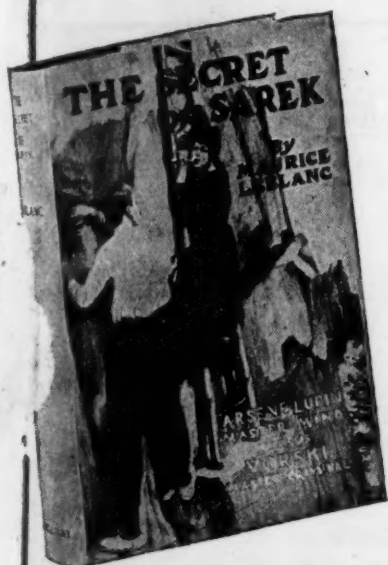
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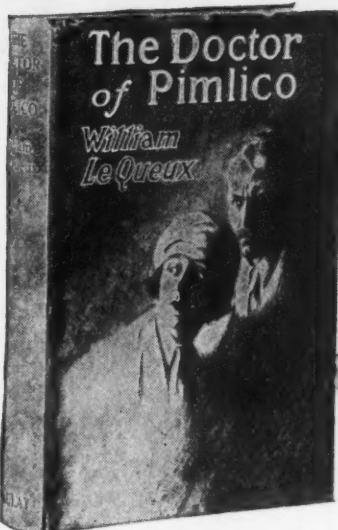
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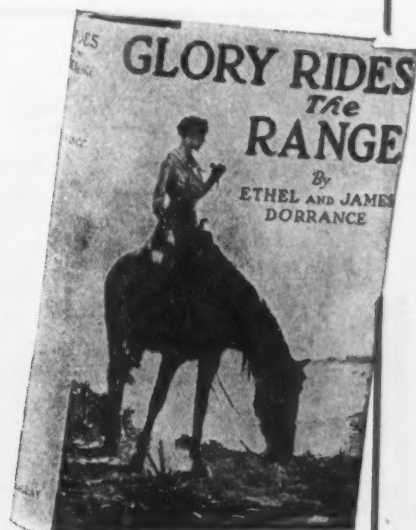
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